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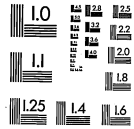

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14:1

Thomas A Edison Papers

A SELECTIVE MICROFILM EDITION

PART IV
(1899–1910)

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START

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A Note on the Sources

The pages which have been filmed are the best copies available. Every technical effort possible has been made to ensure legibility.

Edison Portland Cement Company Records
General Ledger (1910-1912)

This ledger covers the period January 1910-December 1912. As the account book of final entry, it summarizes transactions relating to the cement works at Stewartsville and other company facilities. Included are accounts receivable and payable; stock and bond accounts; payroll and advertising accounts; profit and loss statements; and accounts pertaining to sales, including the sale of fertilizer. A few accounts deal with paper and duck bags used for the shipment of cement. Some entries relate to poultry farming at Stewartsville. Others pertain to company sales offices in Boston, Newark, New York City, Philadelphia, Pittsburgh, and Savannah. There are also warehouse accounts for facilities in New Jersey, New York, and several southern states, including Florida, Georgia, North Carolina, and South Carolina. In addition, there are accounts with Edison and various Edison companies, including the Edison Crushing Roll Co. and the Edison Manufacturing Co. The spine is labeled "2 Genl Ledger," "1910 1912," and "Portland Cement." The book contains 324 numbered pages and an index; some pages are blank.

[REDUCTION RATIO = 16:1]

A B C D E F G H I J K L M Mc N O P Q R S T U V W X Y Z

Cooperage		87
Cement Wkes.	Charleston	141
Do	Savannah	143
Do	New York	145
Do	Brunswick	147
Do	c/o Bradley	149
Do	Kennedy Sq.	151
Do	Pensacola	152
Do	Wilmington	154
Cement Sales		187 - ~~190~~
Cost of Sales		185
Commission		212
Cement Wkes.	Jacksonville	283
Cement Wkes.	Stockton & Springs	286
Cement Purchased		288
Cement Wkes.	Tampa	151
Do	Norton & Hemenway	308
Do	J.J. J.K. & J.H.	309
Do	C.J. Jacobs Co.	310
Do	Mason & Hanger Co	149
Coffee Bags		287
Cement Wkes	Geo. V. Rendle	153
Do	Cargol & Sons	144

Capital Stock Com.		1
Capital Stock Pref.		1
Duck Bag Purchases		31
Dealers Mose Dick		81
Davis Drum option		173
D.L. & W. Rent		249
Duck Bags Recd y/d		35
Duck Bag Sales		49
Duck Bag Returned 10 c/c		72
Do 5¢		75
Dexter Bags		306

C D E F G H I J K L M Mc N O P Q R S W X Y Z

E F G H I J K L M Mc N O P Q R S T N Y Z

G H I J K L M Mc N O P Q R S T U Y Z

Art. & Dick 230.
Art. & Dick & Pierre 316.

I
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Harry F. Miller, Drawl	9
Miller, C., Mgr. of Sales	763
Miller, E. C.	291
Miller Disch	294
Mason & Hanger & Silas	95
Mortgage Payable	321

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Works a/c 13.

Warehouse Collateral Note 302.

Capital Stock Common

1912					1910			
Dec	31	Ledger #3	1	120000000	Jan	1	Ledg #1	1	120000000

Capital Stock Pref.

1910					1910			
Jan	11	2, 4 & 4 Thompson	119	12010000	Jan	1	Ledg #1	1	29171000
1912 Dec	31	Ledger #3	1	29161000	Feb	11	Sundry	119	12010000
				30421 5000					30421 5000

Profit & Loss

1910 Jan.	1	Ledg #	V	6748800	1910 June	30	Bros & Company	100	5270228		
Dec.	31	Journal	15	2246659	Dec.	31	Balance		9746655		
				9746655					9746655		
1911 Jan.	1	Balance		8222437	1911 June	30	Bros & Company	22	7855749		
Dec.	30	Journal	65	1999946	Dec.	30	Balance	65	9936317		
				10221902					10221902		
1912 Jan.	1	Balance		9936317	1912 Dec.	31	Ledger #3	2	12740766		
Dec.	31	Journal	200	2804346							
				12740766					12740766		

Patents & Trademarks

1911				1911		
Jan. 1	Bal. #1	8	100000000	Dec. 31	Ledger #3	3	200000000

Dev. & Dist., Sales Office

1910															
Jan.	1	Bal. #1	8	4	5	9	7	1	1	1911 Aug.	25	Sales off.	8		500
	31	Sales off. Reg.	89	4	1	5	4	5			31	" " Reg.	68		13500
Apr.	21	E. Mason (Exp. Bond)	76	4	5	6	2	2	2						13888
	30	Sales off. Reg.	45	4	5	6	2	2	2	Oct.	24	Journal	31		11000
May	31	" " "	47	4	5	8	8	1	5	Nov.	13	Pub. Stock P.C.	97		5000
July	31	" " "	50	4	6	5	5	5	7	Dec.	31	Ledger #3	4		447296
Aug.	31	" " "	51	4	7	8	4	5	9						
Nov.	22	Everlast Counter Co.	140			1	6	2	5						
				4	7	1	2	9	6						447296

Real Estate, Plant & Equipt

1910																1910											
Jan.	1	Bal. #1	9	481	8	7	7	6	5	6						Oct.	31	Retirements	23	7	6	12	6	2	6	2	3	0	1
Con	17	Cash	109													1912													
Dec.	31	Works	151			55	7	5	1	55						Dec.	31	Ledger 4-3				5	48	5	5	7	8	9	6	1
1911		Erection of Bridge, Relief and Storm Sewer																											
May	10	Operating Plant (Contractors Profit)	203				2	5	0	0	0	0																	
Sept.	26	Sewers in Hollis Estate	30					4	9	8	9	3																	
	30	Sales of Rep.	69						1	1	0	0																	
Dec.	30	Works	63				2	0	6	7	4	6																	
1912																													
Apr.	13	Off Truck Rep.	97						5	0	0	0																	
	18	Bldg. Brick Repair, Power Plant Stacks																											
		Cement Repairs Bridge, Cement Work Stacks	15				3	2	0	0	0	0																	
Sept.	27	Journal 1119	158				1	4	9	9	9	8																	
Dec.	31	Works	198				2	8	7	7	4	3																	
				48	8	3	1	2	6	2												48	8	3	1	2	6	2	

Nancy D. Miller, Decas'd.

1910						1910					
Jan.	1	Led. #1	17	750	00	Feb.	28	22982	10	10	35
Feb	16	Cash	109	3,251	18		"	22981	"	59	75
Mar	24	"	122	3,626	82	Mar.	31	23127	21	47	28
May	14	"	137	4,655	52	Apr.	30	23354	41	66	52
June	3	"	149	5,588	88	May	31	23589	60	46	00
Sep	7	"	162	5,785	57	June	30	23785	76	52	05
Nov		"	177	5,904	20	July	31	23989	92	58	19
	22	"	193	6,777	77	Aug.	31	24175	105	48	88
Oct	5	"	201	5,970	70	Sept.	30	24402	121	58	57
	19	"	209	4,557	78	Oct.	31	24588	135	57	57
1911	31	30481	24	1,498	88	Nov.	30	24825	153	54	59
Jan.	4	30500	75	3,258	8	1911	31	25007	165	1,495	5
Oct.	21	31108	40	9,941	1	Feb	28	25578	175	9,941	1
Jan.	13	" 32471	89	9,645	9	May	31	25993	240	9,525	6
Aug.	30	" 33489	16	9,248	8	Aug	31	26591	255	9,168	8
1912	26	" 34817	70	1,490	8	1912	30	26797	301	6,1200	
Jan.	12	" 36523/32	5	1,449	8	May	31	28035	390	7,210	
Oct.	31	29198	425	1,799	8	"	"	28242	405	1,200	
				98676		Dec.	31	Ledger #3.	6	26200	
										98676	

Bond Discount

1912					1912					
Jan.	1	Ledg. #1	16	31	50000	Dec.	31	Ledger #3.	8	31	50000

Works Account

1910						1910					
Jan.	1	Ledg. #1	24	2,79,658	0,9,7	Feb.	7	A. F. Hopkinson	45		120
	"	Cash	101	2,2,8,7,5,2,3,4			31	Sundry Creditors	356		3,2,3,8,6,3
	31	Vouchers	9	1,8,5,1,5,1,6			"	Journal	53		3,4,0,1,30
	"	Pay Roll	53	20,5,7,7,2,9			"	"	"		1,8,8,3,0,9
	"	Stock Home	"	2,6,9,5,0,7,8,5		Feb.	28	Bond Creditors	358		1,0,1,8,6,8,5,7
Feb.	26	Cash	111	2,7,0,5,7,2,3,5			"	Journal	60		9,3,7,9,16
	28	Vouchers	20	26,6,7,1,79			"	"	"		3,3,6,9,5,2,9
	"	Duck Bro Sales	59	1,1,50			"	"	"		5,2,8,9,1,52
	"	Pay Roll	60	3,7,9,8,8,7,6		Mar.	31	Bond Creditors	360		0,7,8,2,6,8,3
Mar.	31	Vouchers	39	9,1,0,1,149			"	Journal	67		8,5,2,2,0,7
	"	Pay Roll	67	4,4,6,0,5,5,8,5			"	"	"		6,4,2,8,1,72
Apr.	13	Anderson Dunham	73	3,6,2,3			"	"	68		6,8,1,2,7,1,49
	20	Fairbanks Co.	75	4,6,1,1,6,9,2,7		Apr.	15	F. Hopkinson	74		149.39
	30	Vouchers	59	9,4,7,1,8,0,9			28	"	78		1,7,9,5
	"	Pay Roll	81	6,5,3,2,4,8,7,6			30	Bond Creditors	362		2,0,4,1,9,8,7,4
	"	Journal	82	6,0,3,2,7,5,5,9			"	Journal	81		9,7,6,1,14
May	21	Cash	140	6,0,5,7,7,2,2,2			"	"	"		1,7,8,5,0,6
	31	Vouchers	73	9,2,2,0,9,5,9			"	"	82		3,1,3,0,76
	"	Pay Roll	90	4,9,3,1,2,3,2			"	"	"		2,9,2,1,4,4,0,6
	"	G. B. Barber	"	19,4,70		May	15	" Engineering	86		6,0,0,0,0
	"	Stock Home Notes	"	7,0,8,8,3,5,9			31	Bond Creditors	363		3,8,8,9,7,6,15
Jun.	22	Cash	157	2,4,7,9,4			"	Journal	91		5,0,0,1,0,6
		Z. Mayo	92	7,4,6,0,9,1,5,2			"	"	"		8,9,2,1,3,2,6
	30	Vouchers	89	8,6,8,6,0,6,2			"	"	"		2,3,0,4,17
	"	Journal Purchase	98	9,4,8,5,8,6,9,7			"	"	92		5,7,8,5,9,2,8,7
Jul.	21	Cash	165	9,7,1,5,4,5,7,1		Jun.	7	H. Chatten	93		2,5,7,2
	31	Vouchers	103	9,9,8,6,5,9,9,7			30	Bond Creditors	364		2,8,6,8,4,6,3
Aug.	22	Cash	182	9,7,1,4,4,2,6,2			1	"	"		9,0,0,0
	31	Vouchers	119	9,6,5,4,6,29			"	Sundries	98		1,9,7,0,54
	"	Journal 1910-11-12	116	1,1,8,4,9,9,7,8			"	Journal	99		1,9,8,9,3,9,6
Sep.	22	Cash	197	1,1,2,4,7,9,4,5,1		Jul.	22	Schedel & Hollands	106		9,1,4,10
	30	Vouchers	103	1,2,8,5,3,7,4,5,7			30	Jos. A. Schedel	106		4,7,0,4
Oct.	21	Cash	210	1,2,0,5,1,6,1,6			"	Bond Creditors	365		2,9,7,2,2,6,5
	31	Vouchers	149	1,2,2,1,4,4,5,8			31	Works Sundries	108		7,7,2,2,0,6,3,3
						Aug.	31	Bond Creditors	366		7,6,8,8,8,8
							"	Journal	117		1,7,7,8,5,5,9
						Sep.	15	F. A. Smith	120		89,4,45.
							9	F. Hopkinson	121		5,2,5,0.
							30	Bond Cr.	367		8,9,2,7,6,5,8,8
							"	Sundries	125		5,1,8,0,0,8
							"	"	126		1,2,9,7,3,1,2,5
						Oct.	5	F. P. Smith	128		300,77
							20	F. E. Williams	132		7,5,2,6.
							19	W. H. Shepard	111		5,1,9,7,6.
							31	W. H. Shepard	"		28,4,4,5.
							"	Bond Cr.	369		1,7,8,7,5,9,3,3
							"	Works Stock	131		7,2,3,0,2,4,7
							"	"	"		1,6,8,2,4,5,8,7
								Balance			12,7,4,8,1,1,4,4

Works a/c

1910						1910					
Nov.	1	Balance	13.	208	16768	Nov.	5	W. P. Brooks & Co	138		9813
	22	Comm & Sales	141		1449		9	"	"		288.75
	19	Cash	5		5.00		10	J. Peter Coots	"		46.20
	30	Vouchers	164	7571	2553		14	W. P. Brooks & Co	"		266.26
	"	Coopers Comm	144		120		16	"	139		72.01
	"	Journal	145	3868	8566		18	"	140		180.55
Dec	5	"	147		2382		30	Legard Cr.	369		8854.64
	"	Cash	22	3401	3.00		"	Journal	144		87888.26
	31	Vouchers	179	4916	1832	Dec	5	"	147		19831.
	"	Journal	153	3408	771		7	"	"		40.
		"	154		13078		"	"	"		19981.
	"	"	156	2241	852		12	"	148		18434
							19	"	150		18451.
							22	"	151		13977
							23	"	"		1645
							"	"	"		7981
							27	"	152		13579
							31	Lund Cr	570.		2491.52
							"	Journal	153		12207.05
							"	"	154		169874
							"	"	"		1247240
							"	"	"		3343158
							"	"	"		30840.00
							"	Balance			[illegible]
					406	50552					406 50552
1911						1911					
Jan.	1	Balance	156	2205	04414	Jan	5	J. Smith & Wallace Co	161		13804
	18	Journal	164		6939		23	Jno. C. Keller	165		1204
	28	Cash Comm	32		190.38		26	J. Smith & Wallace Co.	"		25915
	30	Journal	166	2067	5246		"	J. C. Gebhardt	"		1400
	31	Vouchers	192	4567	6625		30	Chas. G. Smith	166		1582
	31	Journal	168		1475		31	Lund Cr	371		2587.35
	31	"	169	3462	8246		31	Journal	169		794.88
Feb	14	"	172		15972		31	"	169		707013
	16	"	173		500		31	"	170		844392
	21	"	"		10872		31	"	170		3574756
	10	C. 01092	40	2981	2876	Feb.	21	"	173		8425
	25	Vouchers	204	4775	716		23	Lund Cr	174		4476
	"	Journal	176		8425		28	Limestone ESM Co.	372		2357.81
	"	"	177	3007	2043		"	Journal	176		5889.81
Mar	7	J. Smith & Wallace Co	180	3768	8500		"	"	"		36445
	18	C. 01504	51				"	"	"		462861
	31	Vouchers	220	7305	2582		"	"	177		4078225
	"	Journal	188	4976	5963		Mar	23 S. G. Upton & Chalk	184		5125
								31 Limestone ESM Co.	375		3267.09
							"	Journal	187		15992.64
							"	"	188		67597.80
							"	" Works a/c	"		74161
					4971	4343	"	Balance	"		5305.08
											4971 4343

Works a/c

1911						1911					
Apr.	1	Balance		2853	0223	Apr	27	Whitehall Dd & Co	197		14898
	11	J. Smith & Wallace Co	192		755		30	Limestone ESM Co	374		2750.34
	19	C. Meyer 2717	194		2.55		"	Journal	198		15701.68
	21	V. 2720 Barber	195		41746		"	"	"		92943.89
	30	Vouchers	236	7570	089		"	" Wks Books	199		65426
	"	Journal	199	4280	946		"	" " "	"		2178464
May	19	C. 02270	47		27496	May	5	Coopers & Co	202		37500
	29	Journal Ex Meyer	209		125		31	" Limestone	375		2218.47
	31	Vouchers	253	1229	604		"	Journal	211		19509.29
	"	Journal	211	5057	354		"	" Wks	212		79734
June	19	C. 37619	93		49276		"	" "	"		58999.35
	30	Vouchers	269	8262	979		"	" "	"		4070034
	"	Journal	222	4737	47	June	28	D. & H. Limestone	220		3019
July	21	C. 37978	109		8625		30	Journal "	376		18428.54
	31	Vouchers	285	7083	012		"	" Wks	222		85532
	"	Journal	232	3944	860		"	" "	"		18662.14
Aug.	18	C. 32398	10		7232		"	" "	225		9194678
	31	Vouchers	297	7575	492		"	" "	"		1007654
	"	Journal	11	4525	829	July	19	Miller & Bell	228		2500
Sept.	16	J. 2161	17		5709		31	Coopers & Wks Limestone	376		2930.1
	"	Comm	18		374		"	Journal	231		1272822
	30	Vouchers	313	6588	179		"	"	232		7987495
	"	Journal	20	4065	857		"	" Wks	"		40998
Oct	19	L. P. Miller & Sons			1273		"	" "	233		2786.41
	30	C. 34018	41		4262	Aug	25	S. G. Upton & Chalk	9		5277
	31	Vouchers	329	7206	59		31	Journal Wks	11		14565
	"	Journal Wks & Co	35	4485	420		"	" "	"		2288504
Nov.	16	L. P. Miller & Sons	42		98		"	"	12		1313950
	18	C. 34288	53		4128		"	"	"		901070
						Sept	27	S. C. Williams			6733
							30	Do	20		5157
							"	Journal	"		1166220
							"	"	"		796455
							"	" Wks	21		59762
							"	"	"		1477210
						Oct	6	R. S. Van Doren	24		3250
							7	L. P. Miller & Sons	26		10321
							13	Do	27		4936
							31	Journal	34		938000
							"	"	"		6512184
							"	" Wks Books	35		1659296
						Nov	3	L. P. Miller & Sons	38		8554
							10	Do	39		8830
							18	S. C. Williams	43		103860
							21	L. & T. A. E. Limestone	44		1460
							24	Lund Cr 3860	46		62183
							"	D. & H. Limestone	"		2712
							"	Balance			272
					11683	9221					11683 9221

Inkcap

1911 Nov	24	Balance		27202584	1911 Nov	29	Jones Lyon Elem Co	47	8461
	30	Vouchers	340	4687443		30	Journal	48	5444185
	"	Journal Pay Roll	49	3945411		"	" Stockcap	"	94380
	"	"	"	152532		"	" " "	49	771951
Dec	21	L.P. Miller & Sons	57	2266		"	" " "	"	4025827
	30	Vouchers	341	3625056	Dec	19	L.P. Miller & Sons	56	9092
	"	Pay Roll	63	968497		"	J.C. Williams	"	45
	"	Sam	64	1052273		27	L.P. Miller & Sons	57	9851
						30	Stockcap	62	4166628
						"	Sundries	63	41895
						"	"	"	3707556
						"	"	"	2254518
						"	Cost of Sales	"	23677088
						"	Dividends		2627953
			405	7595953					405 7595953
1912 Jan	1	Balance		2620355	1912 Jan	10	Nat'l Ref Co	3475	9334
	15	L.P. Miller & Sons	70	5111		15	A.F. & P. Co	3501	3088
	31	Vouchers	351	8031146		29	J.C. Williams	3531	44523
	"	Journal Pay Roll	73	5685023		31	Journal Interest	73	1178281
Feb	9	L.P. Miller & Sons	77	2777846		"	" "	"	303850
	29	Vouchers	357	1294031		"	" "	"	103402
	"	Journal Pay Roll	82	9772147	Feb	5	Jones Lyon Elem Co	75	14775
Mar	25	J.C. Williams	91	5416		10	Jones Lyon Elem Co	78	6941
	30	Vouchers	369	5405905		17	Jack Dalton	3585	6253
	"	Journal Pay Roll	92	2395402		29	Journal Interest	82	1476850
Apr	18	C. 36098	145	38236		"	" "	83	57166
	30	Jack Dalton	101	200		"	" "	"	1712683
	"	Vouchers	388	6264036	Mar	30	" "	92	53549
	"	Journal	102	4647240		"	" " "	"	3294180
May	10	C. 36854	129	44464		"	" " "	93	2258514
	31	Vouchers	405	7152500		"	Cost of Sales	93	4174716
	"	Journal Pay Roll	114	4785783		"	Journal	"	1468493
	"	" Sec. Atoms	"	6734		"	"	102	43014
June	21	C. 36717	10	36667		"	"	"	1410699
	30	Vouchers	421	7378948		"	"	"	1034620
	30	Journal Pay Roll	175	4660748		"	"	103	8263995
	"	" Sec. Bottles	"	7676820	May	31	Edison Elec Illu Co	3836	1124
July	18	C. 37080	22	21911		"	Journal	104	8973
	23	L.P. Miller & Sons	134	7973		"	"	115	1822742
						"	"	"	1797743
						"	"	116	8723592
					June	27	L.P. Miller & Sons	124	6643439
						29	Founders Co	386	6502364
						30	Journal	125	697294
						"	"	126	1178431
						"	"	"	1764086
					July	23	L.P. Miller & Sons	134	7063490
						"	Balance		2713
									7777777

Works

July	23	Balance		2442721	July	23	A.L.& W.R.R.	135	1787
	31	Vouchers	438	8897030		"	L.P. Miller & Sons (Freight 1023 2 Bottles)	"	9854
	"	Pay Roll	139	4707424		24	J.C. Williams (Cash)	136	109768
	"	" Bonus	"	276645		31	Journal	139	1178481
Aug.	19	R.C. Williams	144	17714		"	" Warehouse	"	350317
	19		145	1423		"	"	"	1068795
	31	Vouchers	456	9470001		"	Cost of Sales	140	9218541
	"	Journal Pay Roll	150	5614757	Aug.	7	R.C. Williams (Freight on Cases)	142	132791
Sept	11	J.C. Williams (Cash)	154	2246846		27	A.L. & W.R.R.	147	8759
	30	Vouchers	474	9591550		27	Mfg. Supplies	148	15
	"	Pay Roll	161	4867806		31	Journal	149	1657117
Oct.	31	Vouchers	490	8987797		"	"	150	134328
	"	Pay Roll	172	5146307		"	" Warehouse	"	350985 77
Nov.	30	Vouchers	508	8078324		"	Cost of Sales	"	10898090
	"	Pay Roll	183	4935768	Sept	30	Jones Lyon Elem Co	153	37994
Dec.	9	Edison Illum Co	187	850		17	"	156	3568
	19	Jones Lyon Elem Co	191	3753		30	Journal	161	1261180
	31	Vouchers	524	6790760		"	" Warehouse	161	179714
	"	T.A. Edison	197	760856		"	Cost of Sales	162	3538546
	"	Pay Roll	"	4648747	Oct	31	D.L.& W.R.R. (Freight 7223 Lbs. 20¢)	171	3568
						"	Jones Lyon Elem Co	172	7978
						"	Journal	"	2750816
						"	"	"	156037
						"	"	"	1217965
					Nov.	13	Cost of Sales (1025 Lbs. 20¢)	173	1146 9127
						"	J.C. Stock (5% Low Grade 1.75)	176	5430
						"	Mac Donald & Smith Co (7223 Lbs. 20¢)	177	17513
						22	Jones Lyon Elem Co.	179	3557
						"	Do @ .20	180	9570
						30	Continental Ry Elec Co	182	3970
						"	Journal	"	7761592
						"	Cost of Sales	183	9856723
						"	Journal Interest on Brackets	"	166471
						"	Journal	"	68487
						"	Continental Ry Co	"	90138
						"	Journal	184	6677766
					Dec	9	R.H. Schneider Comm. (15% of Net Invoice @ 20¢)	185	56850
						10	R.C. Williams (1.15 Per Case @ 20¢)	"	9809
						19	Jones Lyon Elec Co (4235 Lbs @ .80¢)	189	33116
						"	(4235 Lbs Do @ .80¢)	"	33135
						"	(4378 Lbs Do @ .80¢)	"	35468
						23	Do	192	3838
						31	Journal	194	1993910
						"	Cost of Sales	"	11979779
						"	Mfg. T.A. Edison	"	11775
						"	T.A. Edison Inc.	195	32970
						"	Balance	15	7777777
									1060647 76

Works Acct.

18XX				18XX					
Dec.	31	Balance	17	14990993	Dec.	31	Journal	195	27018
					"		Acc. to Cor	"	15991 14
					"		Ac. Gen'l Expense	"	75770 3
					"		Spendrice	"	1526648
					"		Journ. 1/c	199	96797
					31		Ledger #3	9	11933960
				14990993					14990993

Ed. L. Butler, Cashier

1910								1910					
Jan.	1	Bal. Fd.	47.		80	76		Jan.	31	22457	1	44	71
	12	Bal.	97.		94	71			"	22469	2		
	20	"	97.		94	71		Feb.	14	22484	103	73	74
Feb	1	"	106.		28	32			"	22995	11	42	83
Mar	4	"	114.		5	79		Mar.	31	23122	215	46	03
	5	"	115		62	94			"	23145	235	46	83
	14	"	117.		3	00		Apr.	30	23342	400	85	10
	16	"	"		5	00			"	23354	445	90	87
Apr	6	"	126.		6	50			"	Journal	82	90	87
	20	"	127		5	00		May	31	23875	590	44	295
May	5	"	135.		10	09			"	23890	605	570	86
	6	"	"		24	57			"	Journal	90	594	70
	20	"	140		7	25		June	30	23974	750	644	48
June	4	"	149.		7	00			"	23986	770	394	99
	7	"	150.		18	70			"	Journal	990	1,275	99
	20	"	156.		4	50		July	31	23973	900	469	05
July	7	"	160		29	79			"	23984	910	664	69
	1	"	"		17	50			"	Works	1080	785	98
	15	"	164.		10	90		Aug.	31	24177	1050	830	41
Aug	6	"	175		27	50			"	24201	1090	287	52
	1	"	177.		66	69			"	Works	1170	445	66
	24	"	184.		3	00		Sept.	30	24393	1200	456	84
Sept	7	"	189		44	50			"	24408	1230	46	84
	"	"	190.		24	53			"	Dividend	1250	387	84
	21	"	196		10	50		Oct.	31	24589	1350	12	274
Oct	5	"	202.		45	34			"	24609	" 4	94	342
	7	"	204.		45	61			"	Works	" 39		
	19	"	209.		12	77		Nov.	30	24792	1500	44	38
	21	"	213.		5	00			"	24807	1520	20	493
Nov	4	"	2		94	32			"	Works	1440	39	265
	7	"	4		44	41		Dec	31	24998	1650	34	524
	21	"	9		5	00			"	25021	1670	12	405
Dec	2	"	14		50	25			"	Works	1540	54	328
	"	"	"		57	44		1911				15	078
1911	21	"	22		5	00		Jan	31	25200	1810	36	909
Jan.	9	Cash	46.		13	07			31	25214	1870	40	815
	10	30556	27		34	38		Feb	28	25374	1930	57	406
	20	30755	31		36	28			"	25391	1940	55	097
Feb	6	30901	36		80	81		Mar	31	25547	2050	27	607
	21	31107	40		5	00			"	25570	2070	45	567
Mar.	6	31218	45		85	97		Apr.	30	Cash	650	140	679
	20	31539	61		27	63			21	V-3723	1950	187	581
Apr.	11	31818	61		43	54			30	25750	2210	59	033
	17	31973	63		50	00			"	25769	2230	361	04
	26	32604	66		38	33		May	31	25762	2380	72	896
May	5	32075	71		36	00			"	25789	2400	33	625
	22	32740	79		23	87		June	13	Balance	241	30	50
June	13	32472	89		30	00							
				31	41	12	58				31	72	128

Edw. B. Butler, Cash.

1911													
June	12	Balance	89		30000	June	30	26185	2544		54655		
	28	C - 34654	900		29655		"	26208	250		16586		
July	1	C - 33972	998		30000	July	14	Cash	10.30		16896		
	15	" 33932	1008		6586		31	26400	270		35777		
	27	" 33040	111		29277		"	26413	271		52950		
Aug.	10	" 32757	7		29320	Aug	31	26587	2844		53320		
	30	" 33486	16		29336		"	26601	286		1738		
Sept.	12	" 33581	22		738	Sept	11	J. 3161	17		28446		
	19	" 33716	26	19000	00		30	" 26771	298		16544		
	"	" 33715	"		16544		"	" 26783	300		24116		
	22	" 33725	29		14476	Oct	31	26965	314		18780		
Oct.	10	" 33824	36		24116		"	26976	316		61550		
	27	" 34112	44		18780	Nov	30	27160	330		71.56		
Nov.	6	" 34149	47		61550	Dec.	6	Cash	57		12693		
	22	" 34370	54		7156		30	27301	341		15954		
	30	27173	332		12693		"	27314	342		4449		
Dec.	19	D 34851	71		15954	Jan	31	27410	347		61082		
Jan	11	" 34980	76		4449		"	27414	"		7918		
Feb.	6	" 35341	87		61082	Feb	28	Cash	94		32942		
	14	" 35448	90		7918		29	27516	352		6778		
	29	27510	352		32942	Mar	30	27614	358		44421		
Mar.	18	D - 35800	101		6778		"	27625	359		65770		
Apr.	4	" 36002	109		44421	Apl	30	27789	370		22828		
	19	" 36096	114		65770		"	27803	372		15389		
May	16	" 36236	124		22828	May	31	28028	389		40624		
	28	" 36409	134		15389		"	28039	391		56320		
June	20	" 36677 1/2	10		40624	June	30	28253 1/2	406		11533		
July	7	" 36787	142		56320		"	28267	407		40061		
	9	" 36796	17		11533	July	15	Cash	22		10000		
	28	" 37117	40		40061		9	J. 3917	179		1746		
	9	" 36795	156		10000		31	28479	427		17151		
Aug.	3	" 37174	32		1746		"	28495	428		36311		
	20	" 37481 1/2	44		17151		"	Rolls	139		716		
Sept.	10	" 37774	56		36311	Aug	"	28708	439		73330		
	24	" 37864	62		716		"	28725	440		71310		
Oct.	9	" 37966	69		73330	Sept	30	28971	458		37162		
Nov.	1	" 38387	86		71310		"	28995	460		68196		
	2	" 38387	86		37162	Oct	31	29724	496		40777		
	5	" 38414	87		68196		"	29725	"		53156		
Dec.	4	" 38911	103		40777	Nov.	30	29460	494		15385		
	5	" 38918	104		53156		"	29461	"		71470		
	30	" 39370	118		15385	Dec.	31	29670	509		79657		
					71470		"	29682	"		15665		
					79657		31	Ledger #3.	17		28922		
					15665						42946	88	
					28922								
				42946	88								

Duck Bag Purchases

1911															
Jan.	1	Bal.	470 355	51	28	7 8 8 1 3	June	30	Sales	2 208 197					
Mar.	31		170 813	68	44	5 7 5 9 9		"	Ins. X	537 288	100	42 2 0 0 3			
Apr.	30		145 000	87	54	4 3 7 8 9		"				411 3 6 0 5			
May	31		156 000	92	48	5 2 4 9 8									
June	30		145 998	98	64	9 9 1 5 9									
	"	Rets.	170 212												
			2 476 485		54	6 6 6 7 9				2 745 485		84 6 6 5 7 6			
July	1	Bal. X	537 288		43	5 2 0 3 3	Dec.	31	Sales	2 497 350					
	31		178 024	108	67	5 7 8 9 9		"	Rets.	10 761					
Aug.	31		196 000	111	69	2 6 2 9 9		"	Ins. X	537 288		84 6 5 2 6 0			
Sept.	30		159 438	125	49	9 9 7 6 8		"	Journal		156	36 7 9 0 9 9			
Oct.	31	Rets.	2 261 245												
			3 589 031		91	6 1 7 8 9				3 585 031		91 6 1 7 8 9			
1912															
Jan.	1		585 020		54	5 2 6 2 9 0	June	30	Sales	2 669 670					
Feb.	28		24 000		1	8 2 0 0 0 0		"	Rets.	2 257					
Mar.	31		200	188	53	0 0 0 0 0		"	Journ.	410 802		38 9 7 8 69			
Apr.	30		51 540	199	50	2 7 1 4 9		"			224	65 9 9 8 48			
May	31		415 657	212	40	0 6 9 2 1									
June	30		70 000	222	15	6 6 0 8 1									
	"	Rets.	1 218 835		10	4 9 7 7 1 7									
			3 082 232		10	4 9 7 7 1 7				3 082 232		10 4 9 7 7 1 7			
July	1	Journ.	410 302		38	9 7 8 69	Dec.	30	Sales	2 630 264		0.00			
	31		150 000	253	14	7 0 0 0 0		"	Rets.	10 805		0.00			
Aug.	31		70 000	11	6	3 6 0 0 0		"	Journ.	996 137	65	94 6 3 3 01			
Dec.	30		290 899	63	23	5 8 5 9									
	30	Prod. Acc.	461 504			0.00									
	30	Int. "	2 754 501			0.00									
	30	P&L		65	558	6 7 2									
			3 637 706		94	6 3 3 01				3 637 706		94 6 3 3 01			
1912															
Jan.	1	Journ.	996 137		94	6 3 3 01	June	30		35 040	125	3 4 3 9 92			
Feb.	30		36 141	176	91	4 2 7 7	Dec.	31	Sales	6 367 787	50	0.00			
Mar.	31		224 048	189	114	6 8 8 24		"	Rets.	46 050		0.00			
Apr.	31		69 580	150	17	4 2 8 6 4		"	Journ.	776 4	200	13 7 3 3 3			
Sept.	30		189 663	162	17	0 8 5 7 7		"	P&L	65 264		1 3 5 6 2 9 6			
Oct.	31		86 126	172	14	8 7 0 04									
Nov.	30		160 243	184	14	7 3 3 59									
Dec.	31	Prod. Acc.	340 178	35		0.00									
	"	Int. "	4 441 882	72		0.00									
	"	Sal. "	28 461	75		0.00									
	"	Prod. "	116 655	93											
			6 526 491		14	8 9 6 7 61				6 526 491		14 8 9 6 7 61			

Duck Bugs Returned

1910									1910						
Jan	31		767970	1.		18969	10		Oct.	28	Good Crec	336		375	28
Feb	7	Lady	30555			227			Nov.	31	" "	3387	"	25	38
	28		786892	15.		8142	70		Dec	30	" "	4545	336	18	64
Mar.	31		751067	73.		5895	95					170281	100	1277	10 73
Apr.	30		747596	81.		1959	70								
May	31		815044	89.		2367	80								
June	30		8[illegible]	49		2[illegible]									
			1712359			12843	65					1712359		12843	65
1910									1910						
July	31		867740	58.		2758	71		July	31		12786	337	103	94
Aug	31		442337	69.		1258	78		Aug.	31		609	"	4	87
Sept.	30		438467	80.		3885	97		Oct	31		49	"		367
Oct.	31		460705	92.		3455	28		Nov.	30		193	"	1	44
	"	error add.				39			Dec.	31		264471	156.	1923	05
Nov.	30		496167	103.		3761	83								
Dec.	31		373938	112.		2894	42								
	"	error add	2	113			15								
			2579338			19345	36					2579338		19345	36
1911									1911						
Jan.	31		396468	123.		2977	60		June	30		1399886	334	10499	45
Feb	28		321199	132.		2408	92								
Mar	31		213989	141.		1604	47								
Apr	30		116890	147.		876	75								
May	31		193296	156.		1449	20								
June	15		101	217.			757								
	19		158	218.			1185								
	30		157803	167.		1183	52								
			1399886			10499	45					1399886		10499	45
1911									1911						
July	31		91490	177.		686	175		Dec	30		48745	64	365	587
Aug	31		124929	10.		936	968			30	P&L	4610504	65.	34617	84
Sept	30		86571	21.		649	255								
Oct.	31		116959	35.		877	192								
	"	error add		"			02								
Nov.	30		37857	47.		283	929								
Dec	30		52463	54		392	323								
			510749			3876	871					510749		3876	871
1912									1912						
Jan.	31		30722	65.		230	415		Dec.	31		340128	200.	2550	961
Feb	19		2849	80.		21	367								
	29		29651	74.		222	383								
Mar	27		100	90.			750								
	30		55208	50.		414	060								
Apr	30		12875	85.		96	563								
May	31		14469	92.		108	518								
June	30		46614	100.		349	605								
July	31		14623	110.		109	673								
Aug	31		39064	123.		292	980								
Sept	30		31500	134.		235	590								
Oct.	31		6676	149.		50	070								
Nov.	30		6497	161.		48	507								
Dec	31		11470	173.		85	775								
			340128			2550	961					340128		2550	961

Poultry Acct.

1911 Nov.	30	Hocker	188		34	58	9	1912 Dec.	31	Ledger #3.	140	567	21
Dec.	31	"	198		2	7	32						
					36	66	41						
					567	21						567	21

Duck Bag Sales

1910											1910														
June	30		2,708,197	100.	270,819	70	Jan.	31			168,017	170.	168,017	00											
							Feb.	28			171,807	177.	171,807	00											
								"	Journal		115	69.	3,450	00											
							Mar.	31			416,876	177.	416,876	00											
							Apr.	15	Journal		720	74.	720	00											
								"	"		60	"	60	00											
								30			549,703	176.	549,703	00											
							May	14	"		680	85.	680	00											
								31			497,656	139.	497,656	00											
							June	7	"		60	95	60	00											
								30			467,904	158.	467,904	00											
			2,708,197		270,819	70					2,708,197		270,819	70											
1910																									
Dec.	31		2,972,250	155.	297,225	00	July	21			600	105.	600	00											
								30			583,269	279.	583,269	00											
							Aug.	31			740,048	79.	740,048	00											
							Sept.	9			720	121.	720	00											
								30			582,730	83.	582,730	00											
							Oct.	31			644,925	77.	644,925	00											
							Nov.	30			444,449	94.	444,449	00											
							Dec.	31			102,228	102.	102,228	00											
			2,972,250		297,225	00					2,972,250		297,225	00											
1911																									
June	30		2,669,673	224.	266,967	30	Jan.	31			202,211	112.	202,211	00											
							Feb.	9			60	172.	600	00											
								28			225,015	121.	225,015	00											
							Mar.	31			582,242	140.	582,242	00											
							Apr.	30			576,689	162.	576,689	00											
							May	31			614,466	187.	614,466	00											
							June	30			598,000	208.	598,000	00											
			2,669,673		266,967	30					2,669,673		266,967	30											
Dec.	1912 30		P&L 2,630,264		263,026	40	July	31			532,178	227.	532,178	00											
							Aug.	18			1006	"	1000	00											
								25			720	9.	720	00											
								31			658,224	26.	658,224	00											
							Sept.	30			514,701	49.	514,701	00											
							Oct.	30			462,074	67.	462,074	00											
							Nov.	30			280,069	55.	280,069	00											
							Dec.	30			182,196	96.	182,196	00											
			2,630,264		263,026	40					2,630,264		263,026	40											
1912							1912																		
July	31		Balance 7,807,902		780,790	20	Jan.	30			1,010,458	103.	1,010,458	00											
							Feb.	10			750	78.	750	00											
								29			1,335,520	111.	1,335,200	00											
							Mar.	30			750,128	127.	750,128	00											
							Apr.	4			195	"	190	00											
								9			99,96	"	990	00											
								30			530,073	156.	530,073	00											
							May	31			549,856	185.	549,856	00											
							June	27			619,329	217.	619,329	00											
							July	31			618,498	248.	618,498	00											
			7,807,902		780,790	20					7,807,902		780,790	20											

Duck Bag Sales

1912						1912		Bags		
Dec.	31	P. & L.	6.367.787	100	63677870	July	31	7807907	✓	78079070
						Aug.	31	707974	33	7079740
						Sept	30	701175	65	7011750
						Oct.	31	746054	96	7460540
						Nov.	30	677714	123	6777140
						Dec.	31	736968	148	7369680
			6367787		63677870			6367787		63677870

Bills Receivable

| 1910 | | |

Bills Receivable

1910																													
July	1	By Balance						6	4	0	1	4	3																
	21	" Checking			2L			3	4	4	7	7	9																
Aug	31	" [illegible]			3D			1	6	2	7	2	2																
Sep	30	" [illegible]			4L			1	2	3	5	2	5																
1910																													
Sept	13	Northern Lbr Co.												10L															
	5	Cash												14L															
	6	"												"															
	11	"												16L															
	16	" 2D												17															
	20	"												16L															
	26	"												17L															
	29	Commercial Lbr Co												10L															
Oct.	1	T. D. Sessions												11L															
	19	"												11L															
	20	Philip Hoeck												"															
	22	Holmes Cook & Co												"															
	28	N. M. Beeby Co												"															
	4	Goodrich												11L															
	8	Cash												17L															
	12	"												17L															
	13	"												11L															
	16	"												11L															
	17	"												"															
	19	"												11L															
	20	"												"															
	24	"												15															
	25	" 2D												"															
	27	"												11L															
	"	"												"															
	29	"												11L															
	31	Gulf Ry Lumber Co												11L															
Sep	1	Cash												17L															
	2	"												"															
	7	"												19L															
	7	"												19L															
	9	"												17L															
	"	"												"															
	7	W. L. Brown												11L															
	7	Ang Ry Supply Co												"															
	9	Holmes Cook & Co												12L															
	22	Cash												15L															
	20	W. A. Copeland												14L															
	27	Cash 2D												17L															
	27	"												20L															
Oct.	5	Cockrell & Co												12L															
	6	Portland R. R. Co												12L															
	"	Geo Crump & Bro Co												"															
	21	T. J. Hawkins, Jr.												13L															
	22	N. M. Beeby Co												13L															
	1	Cash												20L															
	"	Balance																											
								6	7	6	0	6	7	4															

Bills Receivable

1910																													
Oct.	1	By Balance						2	9	2	2	2	2																
"	31	" Sundry			1L			2	4	0	2	2	2																
Nov	30	" 10343-35			5T			2	3	7	6	2	5																
Dec.	31	" 39715-00			4D			2	3	7	2	2	1																
Jan.	31	" 39843-37			4D			2	3	7	2	2	1																
	8	" 13654-66			4L			1	6	8	5	5	3																
1910																													
Aug	10	By Cash												20L															
	14	" "												20L															
	15	" "												29															
	21	" "												21															
	27	" " 2D												24															
	31	" Mary Dallum												13															
	29	" Cash 2D												21															
Nov.	9	Goodrich												13															
	21	Scott & Southerby												14															
	22	Geo W. Glenn												14															
	1	Cash												1															
	5	"												3															
	17	"												1															
	22	"												11															
	"	"												"															
	30	F. H. Stockup												14															
Dec	5	N. M. Gilman & Bro												14															
"	2	W. F. Denson												14															
"	15	Southwest B. M. Co.												15															
"	"	Cash												15															
	2	"												14															
	6	" 2D												16															
	7	"												"															
	8	"												17															
	"	"												"															
	9	"												"															
	10	" 2D												"															
	16	"												19															
	"	"												"															
	20	"												20															
	21	"												"															
	22	H. W. Supply												15															
	23	Cash												21															
	"	"												"															
	"	"												"															
	"	"												"															
	29	Geo. W. Glenn												15															
	"	Notes Deed												"															
	"	" "												"															
Jan.	6	Cash & D.												16															
	10	" "												27															
	14	Cash												"															
	18	Cash & D.												31															
	"	Cash												"															
	28	"												33															
	31	"												34															
	"	Notes Rec. Disc'd												167															
	"	Balance																											
								4	0	0	8	1	0	8															

Bills Receivable

1911																									
Feb	1	Balance				61.	13	6	5	8	6	4	Feb	6	Cash		56.		2	1	6	1	8	2
	28	Sundries				45.	2	4	5	7	6	9		7	"		"		1	6	9	8	3	
			2586-08			55.	1	1	8	3	5	3		8	"	2 Dis 4 mos	37.		4	6	9	6	1	0
Mar.	31	Bills Rec'd	2287-12			47.	1	8	6	8	3	7		9	"		"					7	0	0
Apr.	30	"				49.	6	8	2	2	7	9		16	"		39.		5	2	8	8	9	8
May	31	"					1	9	1	4	6	2	Mar.	2	"		44.				2	0	0	0
June	30	"				2	1	4	1	8	0	6		8	"		"				1	0	0	0
							8	4	8	6	5	3		13	"		49.				3	4	3	6
														15	"		50.				2	3	2	5
														17	"		51.				1	3	8	0
														19	"		"				2	3	0	9
														21	Notes Rec'd Disc'd	#2623	180.		16	3	6	5	2	5
														28	Ferguson & Hr. Co.		54.				8	1	8	8
														28	Rufus Darrow		55.				4	9	6	8
														"	J. Domenecci		"				8	0	0	0
														"	Wagner & Hoke		"				2	3	2	5
														30	Cornell Prod. Co		56.				7	8	8	1
														31	Ben. Blocks & Co		"				4	8	6	5
													Apr.	4	Cash		58.				5	0	0	0
														"	"		"				2	3	0	9
														"	"		"				2	3	8	0
														6	"		59.				1	0	0	0
														"	"		"				1	0	0	0
														7	"		"				1	4	2	0
														"	"		"				2	0	0	0
														28	"		67.				8	1	2	8
														"	"		"				1	7	7	0
														"	Notes Rec'd Disc'd	#2738	197.		16	4	8	7	2	3
														29	Cash		68.				8	8	8	8
													May	2	"		69.				9	7	5	2
														9	"		72.				2	2	5	0
														28	"		78.				1	5	9	9
													June	9	Notes Rec'd Disc'd	#2547	214.		17	7	1	2	3	1
														"	Dan Cameron		215.				5	3	7	8
														19	Geo. D. Heatherly		218.				8	6	3	
														8	Cox & Cameron		86.				1	0	1	8
														9	Woodruff & Bro.		89.				8	0	0	
														10	J. H. Overton		"				1	4	6	9
														12	G. F. Mason		89.				5	0	0	0
														17	Gen. Hatchery		93.				1	6	6	5
														28	R. J. Rogers & Co		"				1	7	6	9
														"	Andrew Carlson		"				1	8	9	4
														29	A. V. McKenzie &		96.				7	9	1	8
														30	L. Lacrasher		97.				1	2	5	4
														"	J. J. Allen 1/8		221.		17	7	8	4	4
													July	1	V. A. McKleman		99.				2	2	0	0
														10	A. W. Schmidt		103.				3	2	9	4
														"	Balance						2	4	5	5
																					9	4	8	6

Bills Receivable

1911																									
July	13	Balance					2	6	4	0	5	2	July	18	R. B. Green		109.			1	0	0	0	0
	31	Bills Rec'd	4			1	9	8	0	2	2	5		19	Corn Th. Co. Co.		108.			2	1	5	6	4
			4925-14			2	7	7	1	7	1	9		28	Lincoln A. & L.		110.				3	0	0	0
Aug.	31	"		6		2	7	2	1	4	4	9		13	Notes Rec'd Disc't	#2965	227.		16	4	0	5	8	8
Sept.	30	"	2485-39	7		1	3	5	2	6	5	3		27	Cash & McClellan		111.				2	0	5	2
Oct.	31	"	1068-94	8		1	8	1	2	3	9	2		"	R. B. Green		"				1	0	0	0
Nov.	30	"	1891-35	10		2	5	5	8	7	5	1		29	C. W. Cooper		112.				3	2	9	8
Dec.	30	"	1228-42	12		2	6	3	3	2	6	2		"	Notes Rec'd Disc'd	#2964	"			7	0	3	5	6
													Aug.	4	Cash		2.				8	0	9	4
														11	"		7.				5	8	5	7
														19	"		11.				7	5	0	0
														22	"		12.				8	8	8	3
														"	"		"				5	0	0	0
														"	"		"				1	7	6	2
														23	"		13.				5	0	0	0
														30	"		14.				6	1	1	9
														30	"		16.				1	0	0	0
														"	"		"				3	4	3	7
													Sept.	2	"		18.				1	2	7	9
														8	"		20.				3	0	0	0
														15	"		22.				1	4	5	0
														13	"		"				6	0	0	
														14	"		25.				1	0	0	0
														16	"		"				1	5	7	5
														7	Notes Rec'd Disc'd	3104	14.		13	7	2	7	2
														15	" " "	5142	15.		10	5	8	1	9
														29.	Cash		32.				6	8	2	5
													Oct.	20	Notes Rec'd Disc'd	3268	51.		17	1	4	5	1
														14	Cash		38.				1	8	2	3
														17	"		39.				1	8	5	6
													Nov.	6	Notes Rec'd Disc'd	3287	"		12	0	4	7	9
														4	Cash		47.				1	0	0	0
														10	"		49.				3	2	1	8
														22	"		55.				9	6	2	0
														24	"		"				1	0	0	0
														28	"		56.				5	5	0	8
														29	Notes Rec'd Disc'd	3371	67.		16	8	5	6	1
													Dec.	5	Cash		57.				1	1	7	4
														"	"		"				1	6	0	5
														1	Notes Rec'd	3379	51.			6	7	5	0	4
														18	" " "	5436	55.			2	3	4	3	9
														30	Balance					1	5	5	7	6
																				1	2	8	0	7
																			16	4	3	5	0	7

Bills Receivable

1912								1912					
Jan.	1	Balance			12	280	42	Jan.	13	Cash		77	14553
	31	Bills Receivable	15		37	825	57		17	"		78	8422
Feb.	29	" "	16		49	1337			"	"		"	23364
Mar.	30	" "	17		68	941	24		23	"		79	40000
Apr.	30	" "	18		84	429	39		"	"		"	50000
May	31	" "	20		106	815	57		17	Notes Rec'd 3505		69	10 52531
June	29	" "	21		119	741	43		25	Cash		81	24781
July	31	" "	23		139	240	7		"	"		"	14038
Aug.	31	" "	25		153	257	7		26	"		84	75004
									30	"		"	14135
								Feb.	1	"		86	80000
									7	"		87	75040
									"	Notes Rec'd Disc'd 3538		75	6558 19
									12	" " " 3576		78	18 72991
									16	Cash		91	26998
									19	"		92	20000
									20	"		93	24522
									23	"		"	40000
									24	"		"	25478 3
									28	"		94	40000
									28	Notes Rec'd Disc'd		81	4972 24
								Mar.	6	Cash		99	15000
									20	Notes Rec'd Disc'd 3652		88	7541 51
								Apr.	16	" " " 3747		98	5751 20
									29	Cash		119	3493 37
								May	2	"		121	35000
									"	"		"	10321
									4	"		123	16429
									6	"		105	14822
									25	Notes Rec'd Disc'd 3824		110	17 26404
									27	Cash		133	12458
									29	"		134	40000
								June	1	"		1	48131
									6	"		3	20400
									7	Notes Rec'd Disc'd 3859		118	10 13713
									24	" 3896		123	7 3972 57
								July	23	" 3969		133	6030 62
									"	" 3968		"	7716 00
								Aug.	9	Cash		29	16170
									"	"		"	40860
									22	"		45	15352
									"	"		"	27684
									21	Notes Rec'd Disc'd 4051		145	21 38677
								Sept.	4	Cash		51	11032
									2	"		50	10779
									5	"		51	5440 19
									17	"		58	1851 67
									30	Balance			12 767 32
						1168	4698						1168 2634

Bills Receivable.

1912								1912					
Sept.	30	Balance			12 767 32			Sept.	30	Cash		60	35000
	30	Rec'd Cash	27		19 848 19				23	"		61	8749
Oct.	31	" "	29		30 2443 3				24	"		62	50250
Nov.	30	" "	31		56 7911 12				25	"		63	50000
Dec.	31	" "	33		77 2556 2				"	"		"	15270
									27	Notes Rec'd Disc'd 4121		159	20 1449 46
								Oct.	1	Cash		66	40214
									2	"		67	8431
									11	"		"	15262
									9	Notes Rec'd Disc'd 4172		164	5119 03
									15	" " " 4173		165	6473 62
									19	" " " 4186		166	7634 55
								Nov.	23	Cash		100	40000
									22	Notes Rec'd Disc'd 4266		179	27 3816 09
								Dec.	7	Cash		105	10000
									"	"		"	13235
									"	"		"	5000
									27	"		118	6950 9
									28	"		"	2132 20
									31	Ledger 43		171	73 3916 67
													1168 2634

Freighton Reid (Bank)

1910					1910				
Jan.	1.	Bal. b/d	74.	1,284.14	Jan.	31.	Bond Credits	6	1,114.14
	24.	Signature by	50.	1,000.00	Feb.	7.	Redemption	50.	96.
Mar.	31.	Works	68.	1,987.87	Mar.	31.	Bond Credits	15.	1,012.50
							Do	73.	987.87
					June	30.		100	1,974.44
				4,271.58					4,271.58

Sick Rea Returns made

1910							1910						
July	31	Brought forward	68		16240		Dec.	31		16244	156		16240
Oct	25	4537	132		43570		1911 June	30		585949	224		58594.90
Mar	31	56577	141		565770								
Apr	30	80387	147		803870								
May	31	191792	156		1917920								
June	15	101	217		1010								
	19	158	218		1580								
	30	272597	167		2725970								
		585949			5859490					585949			58594.90
1911 July	31	258277	177		2582770		Dec.	30		7.754501	65	7.75450.10	
Aug	31	349565	10		3495650								
Sept	30	371919	21		3719190								
Oct	31	566605	35		5666050								
Nov	30	447623	47		4476230								
Dec	30	230509	54		2305090								
		7754501			7754501 0					7.754501		7.75450.10	
Jan	31	363614	65		3636140		1912 Dec.	31		4.441.887	200	44418820	
Feb	19	269	80		2690								
	29	219590	74		2195900								
Mar	27	183	90		1830								
	30	163133	80		1631330								
Apr	30	152242	85		1522420								
May	31	202667	92		2026670								
June	30	284309	100		2843090								
July	31	409966	110		4099660								
Aug	31	471566	123		4715660								
Sept	30	456822	136		4568220								
Oct	31	612419	149		6124190								
Nov	30	535137	161		5351370								
Dec	31	568963	173		5696350								
		4441882			44418820					4441882		44418820	

Duck Bags Retd 5¢

1912 Feb	29	1772	74	88 60	1911 Dec	31	28461	100	1423 05	
Mar	30	2159	50	1,079 50						
Apr	30	958	85	814 30						
May	31	1820	92	1,674 40						
June	30	759	100	759 00						
July	31	4507	110	4,957 70						
Aug	31	4290	123	5,277 00						
Sept	30	2413	134	3,234 20						
Oct	31	2194	149	3,269 06						
Nov	30	4396	161	7,075 60						
Dec	31	2868	173	4,962 40						
		28461		14,230 05			28461		14230 05	

Paper Bags

1910								1910							
Jan.	1	Bal. #1	302899	81		66038	78	Jan.	31		76620	170		99460	
Mar.	31		150000	68		10287	37	Feb.	28		45292	197		89245	
Apr.	30		781584	84		62869	69	Mar.	31		154788	197		304882	
May	31		178874	92		16478	65	Apr.	30		185806	217		403723	
June	30		127296	99		12656	83	May	31		181299	239		432927	
			669955					June	30		144681	258		372941	
						644248				" Sup'ty	276585	100		276585	
										" Cost	71662				
			455992			291506					955993			291506	
July	1	Stock	376585	100		626145		1910 July	13	J.B.Jones	100	105		250	
	21		600	105		63			30		109055	279		406856	
Aug.	31		144700	116		167892		Aug.	31		156160	29		452652	
Sept.	30		281813	135		381453		Sept.	30		127294	53		472287	
Nov.	30		146523	144		544839		Oct.	31		136645	77		488562	
Dec.	31	Sup'ty Exp.	643721					Nov.	30		77249	94		388680	
		Cost	8000	83		16400		Dec.	31		276463	102		611167	
			955621							" Stock	26	126		1	
										" Sup'ty Cost					
			856721			2873247					866721			2873247	
1911								1911		@2½%	10824				
Jan.	1	Stock	204885			491580		Jan.	31	@3¼%	21734	112		1105945	
Feb.	28		10300	176		22660		Feb.	25	@2¼%	44481	121		1111553	
Mar.	31		125000	188		235000		Mar.	31	"	81687	140		2043218	
Apr.	30		125509	199		249766		Apr.	30	"	71149	162		2778772	
May	31		126234	212		267714		May	31	"	97722	187		2445855	
June	30			221		50227		June	9	"	200	214		500	
									30	"	62899	208		1570023	
										" Sup'ty	178314	224		399291	
										" Cost	28214				
			591870			1393305					591870			1393305	
July	1	Stock	178314			392291		July	31	2½%	20	289		50	
Aug.	31		123655	11		270109			"	"	53249	227		133122	
Oct.	31		108800	35		237360		Aug.	15	"	100	7		250	
Dec.	30		125566	63		276245			31	"	82437	26		206092	
	30	P&L		65		98035		Sept.	30	"	68961	49		172402	
								Oct.	30	"	62409	69		156023	
								Nov.	10	"	100	39		250	
									30	"	41554	85		103885	
								Dec.	30	"	20085	96		50214	
									30	Sup'ty	181500	65		453750	
									30	Cost	25450				
			636365			1276039					636365			1276039	
Jan. 1912	1	Stock	181500			453750		1912 Jan.	30		7212	103		18030	
Apr.	30		125000	102		300000		Feb.	29		16432	111		41080	
May	31		125000	115		300000		Mar.	30		48104	127		120260	
July	31		176895	139		394655		Apr.	30		81032	156		202580	
								May	31		115324	185		287754	
								June	29		69526	217		173815	
								July	31		79635	248		199088	
								"	"	Balance					
						1648405								1648405	

Paper Bags.

1872		Bags			1872		Bags		
July	31	507,687	77	13,697.05	July	31	116,265	77	9,721.50
Aug	31	125,778	150	3,144.45	July	15	700	143	600
Sept.	30	127,525	167	3,188.13	"	31	86,483	33	7,117.98
Oct	31	126,394	177	3,158.75	Sept	11	80,[illegible]	153	700
						30	89,414	65	2,236.35
					Oct.	29	J. J. Harrigan 100	169	250
						31	71,705	96	1,980.13
					Nov.	30	72,689	123	1,817.29
					Dec.	31	98,776	145	2,964.90
							796,[illegible]		19,859.17
					"		Sweeney 137,000	700	3,082.50
					"		Sykes 76,127	✓	000
					"		J. & K.	700	1,931.21
		937,939		23,183.48			937,939		23,183.48

Dealers Mdse. Discount

1880						1880					
Jan.	31	Sundry Credits	223	15 00 06		Dec	5	# 535	147		22
Feb	28	" "	224	26 8 8 67			31	Journal	156	1988 10 8	
Mar	31	" "	226	28 4 7 54							
Apr.	30	" "	229	25 5 6 55							
May	31	" "	231	29 9 9 55							
June	30	" "	237	19 8 8 54							
July	31	" "	239	19 3 7 82							
Aug.	31	" "	241	15 8 3 16							
Sept.	30	" "	243	16 9 4 78							
Oct	31	" "	244	17 8 1 29							
Nov.	30	" "	245	13 9 7 82							
Dec.	31	" "	246	18 3 4 47							
				198 8 1 30						1988 1 30	
Jan	19	Stamford M S Co	164	7 50		July	31	Balance		41 165 01	
	24	James M. Downey	165	18 15							
	30	J. H. Gaffney & Son	166	7 50							
	31	Eastern Clay Co.	"	7 50							
	"	Sundry Credits	247	63 21 5							
Feb	6	Geo. G. Scott Co.	171	6 75							
	21	Sundry Credits	174	35 45							
	3	G. R. Williams	171	26 55							
	28	Sundry Credits	247	44 65 4							
Mar	3	A. O. Lawrence	179	6 60							
	13	D. Mitchell & Daly	181	5 30							
	14	L. N. Cooley	182	27 00 0							
	21	M. S. Byers & Co	183	8 50							
	27	E. S. Dennell	184	41 02							
	"	N. L. Pallock	185	6 60							
	31	Eastern Clay Goods Co	186	16 03 25							
	"	Sundry Cr.	248	22 20 75							
Apr	30	" "	"	18 82 25							
May	2	Geo. S. Green	200	8 50							
	5	Eastern Clay Goods Co	202	8 75							
	10	Gorthaut & Dennis	203	76 50							
	12	Henry Marrer & Son	204	1 00							
	18	Raymond Co	205	53 50							
	23	Peddler's Mfg Co	207	45 00							
	31	Sundry Cr.	248	8 35 5							
				13 32 72							
June	12	Gorthaut & Dennis	216	136 00							
	15	Eastern Clay Co.	217	7 50							
	"	J. J. Dunn Co.	"	6 75							
	19	Chelsea Mfg Co.	218	42 50							
	30	Sundry Cr.	248	23 16 35							
July	13	G. B. Mann	226	7 50							
	17	Gorthaut & Dennis	228	32 50 0							
	25	Sundry Cr.	230	147 98 5							
	31	Burroughs & Nelson	249	6 60							
				41 165 01						41 165 01	

Dealers Mdse Dest

1911										
Aug.	1	Balance			41030	Dec. 1911	30	Journal	65	653394
	5	Sundry Cr.	1	"	55632					
	"	Goods Returns	"	"	660					
	8	Sundry Cr.	2	"	7590					
	16	H.G. Dent Co.	5	"	10425					
	18	Arlington Cards	6	"	1000					
	23	Henry Leland	8	"	675					
Sept.	9	Gerhardt & Dennis	14		45050					
	22	Boston Clothing Co	16		17500					
	"	Wm. Hadler	17		750					
	28	Hallridge & Taylor	19		675					
	"	Boston Clothing Co	"		540					
Oct	6	Gerhardt & Dennis	25		24650					
	11	C.R. Magnuson Co	26		12150					
	13	Bartlett Bros	27		3600					
	20	H.W. Coleman	30		7460					
	24	Rose & Davis	32		880					
Nov.	10	Gerhardt & Dennis	39		37400					
	"	C.R. Magnuson Co	40		2000					
Dec	2	Eastern Clothing Goods Co.	51		675					
	11	Gerhardt & Dennis	52		11050					
	21	Sundries	57		7661					
					653394					653394
1912										
Jan.	10	Gerhardt & Dennis	65		6800	Dec. 1911	31	Journal	700	796175
Feb	5	Do	75		5100					
Mar	6	Do	86		10200					
Apl	10	Do	97		8500					
	30	J.R. Magnuson Co	101		750					
May	10	Gerhardt & Dennis	106		17550					
June	7	Johnston & Gardner	119		17225					
	8	Gerhardt & Dennis	"		26350					
July	13	Do	132		14050					
Aug	12	Do	142		26490					
Sept.	19	Do	156		48450					
Oct.	25	Do	168		21550					
Nov.	13	Do	177		27600					
Dec.	9	Do	187		45080					
	11				296125					296125

Bag Expense

1910										
Jan.	1	Bal. #1	95		500	1910				
Feb	15	Sundry	56		305	Feb	1	Sundry	47	14
	28	Bund Credits	336		5039	Feb	1	Bal Rec	55	55
Mar.	17	Chas. S. Tessler	64		47	Apr.	15	Edwards B.B. Co.	74	50
	19	Bond Crafts Co.	"		1970		21	Markham & Brooks	75	417
	31	Bund Credits	70		2791	June	1	Balance Sundry	95	2
	"	" "	336		5312		30		100	597
	"	Wages			5317		"	Bal Rec	"	1287
Apr.	5	G.C. Grey	71		03					
	30	Bund Credits	81		4566					
	"	Wages	81		5824					
May	31	Bund. Credits	89		5847					
	"	Wages	92		5752					
June	30	Bund Credits	99		5287					
	"	Sundries & Wks.	99		6326					2981
July	1	Inventory	100		438	1910				
	31	Bund. Credits	109		68	July	31	Bund Credits Co	105	90
	"	" "	58		3669	Aug.	17	H.G. Dentson & Co	111	50
	"	Wages (Boots)	108		4242	Oct	5	G.J. Brooks	128	75
Aug.	31	Sundries Exc.	69		2429	Nov.	5	Newton Bros.	139	75
	"	Wages	116		4798	Dec	15	Bund. #2516	149	520
Sept	30	Bund Cr.	80		3126		31	Sec Pacific Bank	77	164
	"	"	145		4445		"	Accr.		32
Oct.	5	Anderson & Hennessy	128		967		"	Journal	156	968
	"	Photo Sales #4	"		2195					
	17	Bond C. Co.	137		4296					
	31	Bund Credits	92		7621					
	"	"	134		5781					
Nov.	30	Sundries	141		4691					
	30	" "	103		7561					
	"	" Journal	144		6993					
Dec	7	" "	148		5225					
	31	" Credits	113		1947					
	"	" Journal	154		7411					
					10472					10472
1911						1910				
Jan.	1	Accr.			6325	Feb	21	Barr Pocket Co.	173	658
	5	Art Bone Const Co.	161		600		27	R. Barrow & Sons	175	7
	31	Bund Credits	123		2882	Mar.	10	Woodbill & X & Co	181	7
	31	Journal	169		4596	Apl	15	Bichard		473
Feb	21	H.G. Dreesson	174		822					
	28	Bund.	132		1932					
	"	Journal	176		1107					
Mar.	14	Johnston & Gardner	182		750					
	31	Eastern Clothing Goods Co	186		1750					
	"	Sundry Cr.	141		708					
	"	" Jr	188		5260					
Apr	11	H.G. Dentson	192		750					
					48613					48613

Bag Expense

1911					1911				
Apr	15	Balance		4786.39	June	28	Anstin Bros	220	1411.
	20	Receivers Pd Co	195	4500		30	F.C.Ge	527	1440.
	30	Sundries	147	4713		"	Jno O'Hane Co	221	675
	"	Works	199	4463.45		"	Sundry		5.70
May	5	Legal Cents Co	201	4635		"		224	90.399
	23	Nichols Copper Co	207	2210					
	"	J.C. Gurney	208	100					
	31	Sundry Co	156	2380					
	"	Works	212	1969.55					
June	8	Lester Sellers	214	500					
	9	J.C. Barrett & Co	"	60					
	10	Legal Cents Co	215	5170					
	30	Gabriel & Hammond	221	420					
	"	Sundry	167	2574					
	"	Works	232	1571.55					
				9661.25					9661.25
July	1	Sundry		5770	1911				
	17	Legal Cents Co	228	2378	Aug	8	Modern Bag Co	5	227.25
	31	Sundry Co	177	3951		18	Edison St Ry Co	6	50
	"	Works "	233	1550.56		24	Modern Bag Co	8	216.83
Aug	16	C.B. Pratt	6	520		31	Sundry Co Bags	390	46
	18	Otto Brifflo Co	7	30	Sept	18	Modern Bag Co	15	2521.14
	25	Legal Cents Co	8	4.80		27	Hammond & Co	18	94.44
	31	Sundry Co	10	4480	Oct	2	" " "	23	1050
	"	Works	11	1417.71		13	Modern Bag Co	27	2578.1
Sept	9	Sundry Co	14	2150		31	Sundries	35	2475
	28	Smith Bros Lime Co	18	6265	Nov	21	Modern Bag Co	44	3201.8
	"	Antonio V. Monmouy	19	1614		31	Sundry Bags	392	1.68
	30	Envelopes	21	1365	Dec	21	Modern Bag Co	57	2354.5
	"	Works	"	1457.44		27	Stone & Webster Co	"	74.20
Oct	6	Legal Cents Co	24	1800		30	Sundry Bags	393	.12
	11	C.B. Pratt & Co	26	4988		"	Balance		
	13	Smith Bros Lime Co	27	1915					
	"	Sundry	28	200					
	31	Works	35	2509.66					
Nov	4	Lester Sellers	38	100					
	10	Longmeadow Volunteer	39	30					
	15	Smith Bros Lime Co	41	1148					
	25	Legal Cents Co	46	3405					
	30	Sundries	47	3236					
	"	Works	49	1419.89					
Dec	9	Jersey City Paint Co	52	1150					
	11	Sundry	"	2513					
	12	Jersey City Paint Co	53	795					
	"	Libby & Co	"	85					
	"	Pacific S.S. Co	"	287					
	15	G.W. Schmidt Jr	55	105					
	21	Libby & Co	56	231					
				10078.04					10078.04

Bag Expense

1911					1911				
Dec	30	Balance		8374.21	Dec	30	Modern Bag Co	63	148.77
	30	Sundries	54	9374.44		30	Inventory	65	1668.1
	"	"	63	1087.05		30	P & L	65	8463.12
				9748.10					9748.10
Jan	1	Inventory		1668.1	1912				
	9	Wright & Ellis	67	1000	Feb	19		80	352
	"	Lester Sellers	"	350	Mar	4	Sundries	85	60
	"	Legal Cents Co	"	1440		21	Gaylord & Lenox	89	91
	10	Smith Bros Lime Co	68	2552		30	Bag Bank	394	160
	31	Sundries	65	2363	Apr	9	Sundry	97	96
Feb	5	"	75	323		27	"	99	189
	8	Lester Sellers Co	"	600	June	7	C.B. Pratt & Co	119	500
	"	Tuttle & Co	77	750		13	"	120	202.4
	29	Sundries	74	1820		23	African Export Lumber Co	123	1644.0
	"	U.S. Stamp Office	81	58.5	July	23	Balance	"	6979.61
Mar	4	S.P. Hoyt & Co	84	150					
	"	Lester Sellers	85	200					
	5	Tuttle & Co	"	88					
	12	Smith Bros Lime Co	87	638					
	15	Tuttle & Co	88	150					
	23	Do	90	175					
	27	W. Russell	"	300					
	30	Sundries	50	540					
	"	"	93	2464.77					
Apr	5	Smith Bros Lime Co	95	638					
	"	Lester Sellers Co	"	100					
	15	Tuttle & Co	98	75					
	27			60					
	30	Sundries	85	467					
	"	"	102	1377.29					
May	9	"	105	3276					
	"	Smith Bros Lime Co	106	1206					
	22	Lester Sellers Co	109	200					
	31	Sundries	42	1306					
	"	"	115	1577.74					
June	7	Smith Bros Lime Co	118	1319					
	"	Tuttle & Co	"	150					
	14	Sundries	122	1204					
	15	Pacific S.S. Co	"	150					
	30	Sundries	100	739					
	"	"	396	57.62					
	"	"	176	1364.07					
July	9	United States Co	130	58					
	"	Supplies	"	11.65					
	"	G. Greenhill	"	427.5					
	"	Smith Bros Lime Co	131	1571					
	12	W. Libby & Co	"	100					
	13	African Export Lumber Co	132	1000					
				7137.62					7137.62

Bag Expense.

1910 July	23	Balance	✓	6979 67	1910 July	16	Wiffler Bank M.S.C.	132	75
	"	Journal	3964	133.		31	Sundries	399	96
	"	Empire L. & W. Co		134.	Aug	15	J. H. Phelan	143	1.65
	26	W. Libby & Co		135.		"	C. P. Darlington	144	20.63
	29	W. & Co.	3990	136		23	Sundries	4057	146
	31	Sundries		110.	Sept	11	L. & W. Wade & Co.	163	1.50
				2835					1.00
	"			139.	Nov.	13	Security Mfg. Co.	177	166.65
				4373					
Aug.	8	W. Libby & Co	4030	142.		"	Sundries	"	789
	"	"	4031	"		22	C. P. Darling	4065	180.
	15	Secrest	4036	143.	Dec.	16	Jones Bakery Co.		189
	16	Mason & Hanger	4040	144		23	C. P. Darling Co.	4111	182.
	19	Empire L. & W. Co.		"		"	Sundries	4144	193.
	19	Wm. Schwerdtle	4054	145		30	J. C. Kaufman	4158	198.
	23	J. Libby & Co	4054	146.		31	Inventory		180.
	"	Secrest & Co.	4056	"		"	O. & L.	"	
	25	" " "	4063	147.					
	"	Empire L. & W. Co.	4061	"					
	29	Aug. Schwerdtle		"					
	31	Sundries		173.					
				7861					
	"	Smith Bros. & Co.	4111	150					
Sept	11	Smith Bros. & Co.	4111	155					
	19	Legal Bond Co.	4109	157					
	"	"	4110	"					
	30	Sundries		134					
				14017					
	"			167					
Oct.	9	Legal Bond Co.	4141	164					
	17	J. Libby & Co	4141	"					
	18	Legal Bond Co.	4141	165					
	"	"	4141	"					
	"	Laurence & Co	4143	166					
	21	Legal Bond Co.	4201	168					
	26	Smith Bros. & Co.		169					
	30	Legal Bond Co.	4215	171					
	31	Sundries		149					
	"	"	Bal.	256					
	"	Sundries		172					
Nov.	27	A. W. Schmidt	4316	179					
	30	Sundry Co.		161					
	"	Wolter		184					
		H. C. Olsen							
Dec.	6	Empire L. & W. Co.	4376	185					
	"	J. Libby & Co	4378	"					
	9	C. J. Lynch	4393	186.					
	11	Kates Bros.		188					
	23	Empire L. & W. Co.	4411	193					
	27	Legal Bond Co.	4414	194					
	"	Smith Bros. & Co.	4413	"					
	31	Sundry Co.		173					
	"	Wolter		198					

Cooperage

1910 Jan.	1	Bal.	#1	101.	4	8	7	25	1910 Jan.	31		950	172	3	8 0 0
Mar.	31	Work		68		6	5	8	Feb.	28		1670	197	6	6 9 2
Apr	30	"		81.		7	8	3	Mar.	31		3180	197	12	7 2 8
May	31	"		92		8	8	7	Apr	30		7066	217	28	2 6 4
June	30	"		99	1	8	6	4	May	31		8662	239	34	7 6 0
	"			100		4	1	1	June	30		16411	158	65	6 4 0
										"	Bal. X.	1015	100	4	1 5 4
					12	2	7	9						122	7 9 4
July	1	Bal.		100.	4	2	1	5	1910 July	30		3205	277	12	8 2 0
	31	Work Books		109.	4	5	4	8	Aug.	31		3478	27.	13	9 7 0
Aug.	31	"	"	116	4	8	7	9	Sept	30		1666	58	6	8 8 0
Sept	30	"		126	5	2	9	5	Oct	31		3164	77.	12	6 5 0
Oct.	31	"	"	135	5	6	2	5	Nov.	30		6383	94	25	5 2 0
Nov.	30	"	"	144	6	0	8	4		"		3	144	1	2 0
Dec	31	"	"	154	6	4	5	8	Dec.	31		4781	102	19	1 4 0
	"	Journal		166		8	6	4		"	Bal. X			1	7 5
					130	6	9	7						130	6 9 7
1911 Jan.	1	Bal. X.			4	3	9	7	1911 Jan.	31	@ 55	52			
											@ 400	2300	112	9	3 8 0
											@ 550	21			
Feb	31	Journal		169.	4	3	8	2	Feb	28	@ 400	2460	121	9	6 7 5
	28	"		176	4	7	9	5			@ 550	1240			
Mar	31	Work Books		188	5	2	7	5	Mar	31	@ 400	2810	140	10	5 5 0
					5	6	2	7			@ 550	617		2	3 8 4
Apr	30	"	"	199	6	0	4	7	Apr	30	" 400	6025	162	24	4 4 5
					6	4	9	6			@ 550	1050		1	1 0
May	31	"	"	212	6	9	8	7	May	31	" 400	25	187	1	6 8 0
					7	3	8	3			@ 550	2321		8	7 0
June	30	"	"	222.	7	7	6	5	June	30	" 400	1559	208	15	6 2 5
					8	1	7	6				2338		8	3 8
										"	Bal. X.			8	5 8
										"		324		1	5 2 4
					11	5	0	2						115	0 2 8
July	1	Bal.			8	3	5	8	1911 July	31	@ 55	1430			
											@ 40	1400	227	10	6 0 5
											@ 55	1840			
											@ 40	350	26	1	8 2 5
											@ 55	1925			
Aug	31	Work Books		233	15	3	8	6	Aug	31	@ 40	5882	49	29	4 2 5
											@ 55	1323			
Sept	30	"		11	17	4	4	6	Sept	30	@ 40	5000	69	34	7 5 5
											@ 55	2340			
Oct	31	"		21	19	7	8	5	Oct	30	@ 40	1555	55	17	1 2 5
					21	5	8	7			@ 55	1555			
Nov.	30	"		35	23	5	6	6	Nov.	30	@ 40	100	49	4	9 0 0
					23	7	5	3			@ 55	550			
Dec	30	"		49	27	1	5	5	Dec	30	@ 40	1550	96	7	5 5 0
					27	7	5	3			@ 55	1525			
	30	"		63	31	1	7	2		30	Bal.		65	2	1 1 0
	30	O & L		65	11	1	8	7						11	5 7 6
					11	5	7	6						11	5 7 6
1912 Jan	1	Bal.			2	7	1	5	1912 Jan	30	@ 55	195			
											@ 40	565	103	5	0 4 2 5
Feb	30	Work Books		93	3	4	8	5	Feb	29	@ 55	260			
											@ 40	1420	111	6	7 2 0
Mar	30	"		102	3	9	7	5	Mar	30	@ 55	335			
											@ 40	2130	137	9	0 7 5
Apr	31	"		115	4	3	7	7	Apr	30	@ 55	1023		9	0 5 5
											@ 40	1475	156	9	4 5 5
May	31	"		126	5	1	2	5	May	31	@ 55	1231		9	6 8 5
											@ 40	2530	185	14	3 7 5
June	30	"		176	7	1	8	0	June	30	@ 55	2390			
											@ 40	2875	217	17	1 8 5
July	31	"		139.	7	6	1	6	July	29	@ 55	1875		18	1 4 5
											@ 40	1875	148	14	6 0 0
Aug	31	"		150.	8	1	7	0	July	31	@ 55	150			
											@ 40	1635	33	1	3 1 0
Sept.	30	"		162.	8	6	3	0	Aug	31	@ 55	625		4	9 7 5
											@ 40	1575	65	5	1 0 0
Oct.	31	"		177.	9	5	0	5	Sept	30	@ 55	1375		5	5 6 5
											@ 40	1705	96	6	8 2 5
Nov.	30	"		184.	9	8	7	0	Oct.	31	@ 55	1375			
											@ 40	4190	123.	16	7 6 0
Dec.	31	"		198	7	3	5	0	Nov.	30	@ 55	1035			
											@ 40	1875	148	14	9 5 0
									Dec.	31	@ 55	1375			
											@ 40	1375	88	8	7 5 0
					31	1	8	6						31	8 6
				1,974											

Cooperage.

1912 Dec.	31.	Balance	87.	547/126	1912 Dec.	31.	Inventory	203.	404/867
					"		Profit & Loss	"	142/259
				547/126					547/126

Accounts Receivable

1910						1910					
Jan.	1	Bal. B/F	148.	14	7	79 81	Jan.	31	Sundry Credits	6.	189 64 86
	31	Journal Sales Reg.	170.	6	10	1 1 90		"	"	273.	1 50 0 06
	"	Sundry Credits	351.			7 23 85 3		"	" 6d	104.	5 6 1 47 90
	"	" 6d	104.	1	0	1 0 5 0 8		"	Sundry 6d	129.	2 0 9 4 0 7
	"	Journal	220.			1 0 9 4 6		"	Journal	52.	10 9 3 7 7 7
	"	Journal	52.	22	3	8 9 6 6 6		"	"	53.	10 1 6 5 7 1
Feby	28	Sundry 6d	113.			9 1 1 9 5 3	Feby	28	Sundry 6d	113.	4 7 9 1 6 2 6
	"	"	220.			1 0 0 7 5		"	Sundry Dr.	15.	1 5 0 7 9 3 0
	"	Journal	59.			3 1 7 5 6		"	Journal	59.	9 2 9 7 7
	"	Sundry Credits	301.			3 7 7 9 8		"	Sundry Credits	15.	21 4 6 8.38
	"	"	303.		3	1 8 5 7 7		"	"	224.	1 6 3 6 5 9
	"	Sales Register	177.	28	2	8 9 8 6 6		"	"	371.	1 5 7 1 1 5 8 9
	"	Journal	59.	27	3	3 4 4 5 8	May	31.	Sundry Dr.	17.	1 0 5 2 5 5 5
May	31	Sundry 6d	125.	13	1	4 6 0 0 2		"	Sundry 6d	125.	5 9 6 2 2 4 9
	"	"	219.			1 2 7 2 1		"	Journal	66.	2 2 0 8 7 5
	"	Journal	66.			2 5 2 3 5 3		"	Sundry Credits	73.	18 8 5 0 4 2
	"	Sales Reg.	197.	14	6	5 9 6 8 4		"	"	224.	1 3 4 7 5 6
	"	Sundry Credits	301.			2 5 3 9 0		"	"	301.	2 5 3 7 3 8 8 3
	"	"	360.		4	3 3 6 8 8		"	Journal	67.	2 6 4 4 0 7
	"	Journal	66.	4	1	1 8 3 2	April	30	Sundry 6d	124.	9 7 1 3 5 1
April	30	Sundry 6d	124.			6 9 4 7 1		"	Bills Rec.	19.	1 6 3 1 6 1 9
	"	"	219.			4 5 5 5		"	Journal	80.	1 3 9 6 8 2 9
	"	Sales Reg.	217.	18	2	6 5 5 6 3		"	Sundry Credits	331.	1 1 4 8
	"	Journal	80.			1 8 5 4 4 7		"	"	349.	7 5 6 6 5 5
	"	Sundry Credits	362.	6	5	2 6 9 8 8		"	"	31.	3 8 6 1 4 9 6
May	31	Sundry 6d	124.		7	6 1 2 4 4 5	May	31	Sundry 6d	124.	1 3 2 7 2 9 1
	"	Journal	88.			3 9 6 2 2 2		"	Journal	88.	2 5 0 0 1 5
	"	Sundry 6d	219.			4 0 5 8		"	Sundry Credits	362.	3 8 6 0 6 4
	"	Sundry Credits	362.			3 0 7 6 1 5		"	"	37.	2 3 6 7 1 7 9
	"	Sales Reg.	239.	173		2 7 8 9 5		"	Bills Rec.	22.	1 1 0 7 2 0 5
June	30	Sundry 6d	110.	12	0	2 3 3 4 1		"	Journal	94.	2 6 8 4 6
	"	Sales Reg.	219.			9 3 0 1	June	30	Sundry 6d	110.	1 1 1 6 3 9 1 7
	"	Journal	258.	15	1	4 3 8 6		"	Bills Rec.	24.	2 1 0 9 2 9 5
	"	Journal	79.			1 3 9 6 5 7		"	Journal	99.	2 1 7 1 3 0
	"	Sund Cr.	261.			8 3 6 2		"	Sund. Credits	27.	2 6 9 8 9 6 2
	"	"	264.	10	1	7 2 5 8 8		"	"	287.	7 7 8 3 7 6 8
	"	Journal	94.	10	1	5 2 8 8		"	Sales off Reg	49.	7 7 4 2 8 9
	"	Sund Credits	241.			9 0 0 0	July	31	Sund Credits	321.	1 7 5 2
	"	Journal	99.	10	1	6 2 8 9		"	"	209.	1 0 3 7 9 7
July	31	Sund Credits	337.			1 0 3 3 6		"	"	58.	2 7 7 7 6 7 4
	"	Sundry 6d	174.	12	4	2 0 4 4		"	" 6d	174.	1 2 7 6 7 6
	"	"	215.			1 0 1 6 9		"	Journal Discount	307.	3 8 3 8 40
	31	Sales Reg.	279.	18	1	0 9 4 0 0		"	Balance	25.	1 9 1 2 5 7 8 8
	"	Journal	117.			2 7 0 7 5 8					2 4 7 2 2 8 0 6
	"	Sund Credits	265.	13	1	2 9 4 2 5 9					
	"	Journal	108.			1 1 1 6 8 7					
						12 1 9 6 1 9 13					12 1 9 6 1 9 13

Accounts Receivable

1910						1910					
Aug.	1	Balance	90.	24	9	2 2 8 0 6	Aug.	31	Sund. Credits	69.	8 8 2 2 0 4 8
	31	Sund Credits	307.			4 7 9 2		"	" "	241.	8 1 1 2 7
	"	" 6d	144.	9	3	1 0 7 7		"	" "	321.	1 6 2 0
	"	" 6d	215.			4 5 7 7		"	" 6d	144.	14 5 2 9 1 0 1
	31	" Credits	346.		2	6 3 7 9 8		"	Sundry 6d	40.	1 6 4 9 7
	"	Sales Reg.	27.	25	5	6 9 3 9 7		"	Journal	115.	20 8 8 2 2 8 4
	"	" " Ret.	250.			8 8 0 4 6	Feby	28	Sundry 6d	201.	1 5 1 0 6 8 7
	"	Journal	115.	5	4	4 4 9 1 7		"	Bills Rec.	42.	1 2 7 8 7 2 5
	"	"	117.	5	2	3 3 8 4 5		"	Journal	124.	2 0 2 5 7 2
Feby	30	Sundry	201.	10	7	9 0 8 5 4		"	Sund Cr.	80.	3 2 8 9 7 2 9
	"	Sundry 6d	214.			5 7 7 8		"	"	243.	1 0 5 1 2 9
	"	Sales Reg.	53.	18	6	8 0 4 2 6		"	"	321.	1 8 7 9
	"	Journal	124.		1	5 3 9 6 4		"	"	325.	5 1 7 8 9 5
	"	Sund Cr.	267.			2 9 7 6 2 8		"	Sund Credits	183.	6 4 6
	"	Sales Reg. Ret.	280.	7	2	8 6 7 6 3	Aug.	31	Sundry 6d	215.	14 4 7 1 2 7
	"	Journal	176.	7	2	5 6 7 6 6		"	Bill Rec.	45.	2 1 5 6 2 2
Aug.	31	Sundry 6d	215.	10	5	7 1 2 5		"	Sund. Credits	92.	3 4 5 7 5 1 2
	"	"	217.			9 5 5		"	"	244.	6 1 7 0 3
	"	Sund Cr.	337.			3 6 7		"	"	325.	7 9 8
	"	"	339.		3	7 5 3 3 3		"	Journal	124.	6 1 4 7 8 5
	"	Journal	124.		6	5 4 0 7		"	Sund Cr. Bank	92.	6 1 1 3 7 8 6
	"	Sales Reg.	77.	19	4	4 1 2 6 2		"	Vous. Reg.	149.	6 1 1 2 2 7 8
	"	" " Ret.	281.	9	4	6 8 8	Aug.	30	Sundry 6d	15.	1 3 3 2 5 0 0
	"	Journal	126.	7	1	9 8 4 6		"	Bill Rec.	40.	3 2 7 6 2 5 7
Sep.	30	Sundry 6d	15.	10	7	6 5 7 5		"	Journal	140.	2 9 4 3 1 4
	"	Sales Reg.	220.			2 1 9 5		"	Sund Cr.	103.	3 7 2 3 6 4 8
	"	" " Ret.	94.	15	4	6 6 7 4 1		"	" "	245.	1 0 9 7 6 9
	"	" " Ret.	281.			3 2 7 7 5		"	" "	325.	8 2 9
	"	Journal	143.		2	6 5 9 6 1		"	Vous. Reg.	164.	8 1 9 3 5 9 8
	"	Sund Cr.	337.			1 4 4 8	Dec.	31.	Bill Rec.	40.	2 8 3 9 2 1 1
	"	"	369.	11	3	8 6 1 6 4		"	Bank	24.	1 0 6 3 1 4 2 4
	"	Sales off Vous.	57.	11	2	5 8 8 9		"	Sund Cr.	113.	2 8 0 6 4 4 6
Dec.	31.	Bank	24.	10	3	8 6 7 1		"	" "	246.	1 4 8 3 4 7
	"	" Bank	220.			1 3 8 3 8		"	" "	325.	1 4 2 8
	"	Sund Cr.	370.	26	9	1 5 2		"	Journal	153.	2 0 2 4 5 4 6
	"	Journal	153.	24	3	2 4 6 4		"	Cons 2 Bags 10.00	113.	9 9 1 6 5 1 5
	"	Sales Reg.	102.	29	9	2 8 7 4	1911		Vous Register	179.	7 7 9 5 1 9 7
	"	Sales Off Vous.	58.	12	3	1 2 5 0	Jan.	31	Sund Cr.	123.	29 8 0 1 4 2
Jan.	31	Cash Bank	34.	11	3	7 3 9 0		"	"	247.	6 3 2 1 5
	"	"	219.			1 4 9 6 3		"	"	325.	6 1 3 7
	"	Specialties	281.		1	1 2 5 0		"	Cash Bank	34.	7 3 2 2 7 2 1
	"	Sales Reg.	112.	7	1	1 4 5 1		"	Bills Rec.	42.	1 1 8 9 6 2 6
	"	Journal	168.	13	1	7 1 6 4		"	Journal	168.	13 6 8 5 8 5
	"	Sund Cr.	371.	13	1	2 8 7 2 5		31	Vous Rejected	192.	1 9 7 2 9 0
Feb.	28.	Journal	176.	15	2	6 4 4 4 0	Feb.	28.	Sund Cr.	132.	24 5 4 2 9 4
								"	"	247.	4 4 6 5 4
								"	"	325.	5 9 4 1 7
								"	Balance		16 3 1 4 1 5
						13 2 2 1 1 5 3 4					13 2 2 1 1 5 3 4

Accounts Receivable.

1911						1911					
Oct	28	Balance		1681161	51	Oct	28	Journal	176	361858	52
	"	C.B.	219	5677			"	C.B.	43	70834	72
	"	"	43	1483266			"	Bill Rec	45	8545883	
	"	Sales Reg	121	7849919		Mar	31	Cash Book	56	9008325	
	"	Certificates	282	23675			"	Stamps	217	224	
	"	Empire Stat Co	372	2357811			"	Bill Rec	47	1081187	
	"	Sales Off Vou	62	2623673			"	Journal	187	1292415	
Mar	31	Cash Book	56	9915283			"	Fund Co Bags	141	1971895	
	"	Stamps	217	120			"	" Certificates	375	2812761	742
	"	Journal	187	497327			"	" Cor Mkt Dist	248	2312475	2075
	"	Sales Register	140	13754261			"	Vou Reg	220	26 26	4714
	"	Certificates	283	3508869		Apr	30	Fund Credits	248		8725
	"	Empire Stat Co	373	3212069			"	" " Bags	325		14730
Apr	30	Stamps	217	12			"	" " "	147	1682258	
	"	Cash Book	68	12297714			"	Cash Book	68	9105215	
	"	Journal	197	8454989			"	Bill Rec	49	9213229	
	"	Empire Stat Co	374	2750056			"	Journal	197	8 6 6 6 6 6	6674991
	"	Certificates	285	3473554			"	Fund Co	339	3 6 0 6 3 1	6168
	"	Sales Reg	162	18846925			"	Vou Reg	236	3 6 0 6 3 1	60
May	31	Cash Book	83	10626906		May	31	Fund Co Bags	156	33700030	
	"	Stamps	217	75			"	" " Cert	326		14401
	"	Journal	211	687			"	" " Mkt Dist	248		835
	"	"	"	2994061			"	Bill Rec	51	1314629	
	31	Sales Reg	187	2341868006			"	Cash Book	83	1474176	60
	"	Certificates	257	8104499			"	Stamps	217		186
	"	Empire Stat Co	375	9384583			"	Journal	211	1042470	
June	30	Cash Book	79	6905455			"	Cor Sick Sales Reg	287	5 6 5 9 5 9	5 5 9
	"	Stamps	217	13		June	30	Cash	79	1812 8	320
	"	Journal Mts. & Repairs Acc	221	636			"	Stamps	217		342
	"	"	222	5787414			"	Bill Rec	2	2368906	
	"	Empire Stat Co	376	186281			"	Fund. Bags	167	3912067	
	"	Sales Reg	208	20200205			"	" Mkt Dis	248		1635
	"	" " Nag	294	193315			"	" Sick Bags	327		731 73
	"	" " Sect	288	1174450			"	Journal	222	1115318	
	"	Vou Reg	269	1112 6252			"	"	223	7 7 7 7 7 7	7 7 7
July	31	Cash Book	119	8382178		July	31	Fund. Bags	177	3577896	
	"	Journal	231	409795			"	" Sick "	327		401 18
	"	Sales Reg Sect	289	125525			"	Mkt Direct	249		660
	"	Empire Stat Co	376	29301			"	Cash Book	119	1384320	4
	"	Sales Reg	227	17875050			"	Bill Rec	4	19802	20
	"	" Nag	294	29085			"	Jr Cash Reg	231		302
	"	Stamps	217	1214 5 6 1	77		"	Journal	"	1369309	
							"	Stamps	217		1
							"	Balance page	115	9 1 1 5 5 4 9	8 5
							"	" "	117	6745371	2
							"	" "	119	9792965	
							"	" "	121	6200919	
				13145866	61					13145866	61

Mason & Hanger Silas

1911						1912					
Oct	9			26	80000	Dec	31	Ledger #3	197	82000	
Dec	9	Ins 33844		51	2000						
					82000					82000	

Bell Union Coal & Coke Co. Stock

1911						1912				
Oct	9	55 shares par 100.00	26	1100000		Dec.	31	Ledger #3	199	1100000

Savannah Depilation a/c.

1911						1911						
Nov	22	Sav Sales Off	45.	1	38558	Dec	30	P & L			5	4071.63
Dec	28	Geo Palmer	58		402195							
				5	40763						5	4071.63
1912						1912						
Feb	5		76.		34643	Feb	9	Geo. Palmer	77			1735
Dec	23	R M Carson 1911	192		27701	July	25	Albany Bonded Sto.	72			28234
	31	Carpet & Spec	200		30774	Dec	27	R. M. Carson	194			2540 22
					45371							45371

Accounts Payable

1910						1910					
May	31	By Sundry Cd	114	2500	00	June	1	To Bal #1	131	7168	962
	"	" Due Bay	10	2744	45		" 31	Sundry Cd	104	9105	30
	"	" Sundry Cd	121	3347			"	Due Ches	12	146	47
	"	Journal	82	8976	85		"	Journal	57	5588	86
	"	"	83	6141	99		"	Vouchers	9	1763	742
				5431	59		"	Sales Off Reg	39	1048	396
July	25	Sundry Cd	115	2039	57	July	25	Sundry Cd	115	779	157
	"	" Cd	120	2046			"	Journal	59	1196	763
	"	Due Bay	15	9519	16		"	"	60	1174	478
	"	Journal	59	9324	63		"	Voucher	50	750	1747
	"	"	60	1424	14		"	Sales Off. Reg	41	4968	18
				1429							
May	31	Sundry Cd	122	2017	65	May	31	Due Ches	17	1000	
	"	" Cd	219	1629			"	Sundry Cd	123	7624	
	"	Due Bay	16	1025	16		"	Journal	61	1448	85
	"	Journal	66	1164	68		"	Vouchers	39	8976	804
	"	"	67	1164	68		"	Sales Off. Reg	43	1068	42
Apr	30	Sundry Cd	134	6225	50	Apr	30	Sundry Cd	104	3036	51
	"	"	119	796			"	Journal	80	2598	18
	"	Due Bay	21	9298	69		"	Vouchers	58	970	820
	"	Journal	50	1896	50		"	Sales Off. Reg	45	3041	097
	"	"	51	1896	50						
May	31	Sundry Cd	144	7404	63	May	31	Sundry Cd	144	261	26
	"	Journal	88	748	42		"	Journal	88	1048	19
	"	Sundry Cd	219	261	3		"	Due Ches	22	3011	7
	"	Due Bay	25	3241	79		"	Journal	90	3011	17
	"	Journal	97	3410	80		"	Vouchers	93	9115	493
June	30	Sundry Cd	160	5550	294		"	"	47	4276	875
	"	Due Bayles	27	1703	42	June	30	Sundry Cd	160	530	610
	"	Sundry Cd	219	1541			"	Journal	91	1470	81
	"	Journal	99	3269	17		"	Vouchers	89	8058	268
	"	"	99	1869	99		"	"	49	5011	324
July	31	Sundry Cd	174	5514	244	July	31	Sundry Cd	174	2551	6
	"	Sundry	215	6.10			30	Journal	107	2239	377
	"	Due Bayles	32	2136	33		31	Vouchers	103	8974	53
	30	Journal	106	5476	84		"	"	50	4762	446
	31	"	108	5119	678						
Aug	31	Sundry Cd	144	8202	17	Aug	31	Sundry Cd	144	150	15
	"	"	215	67	4		"	Due Ches	30	600	
	"	Due Bay	35	2267	49		"	Journal	115	4766	262
	"	Journal	115	4766	262		"	Vouchers	119	9580	298
	"	"	117	4766	262						
July	30	Sundry Cd	201	7240	701	July	30	Sundry Cd	201	267	27
	"	Due Bay	37	2267	13		"	Journal	124	7449	826
	"	Sundry Cd	215	580			"	Vouchers	130	8414	798
	"	Journal	124	7449	826		"	"	53	4762	262
	"	"	126	7449	826						
Aug	30	Due Bayles	40	2562	43	Aug	30	Sundry Cd	215	263	151
	31	Sundry Cd	215	39063	42						
		Balance	11	3160	55						
				74474	73					74474	73

Accounts Payable

1910						1910					
Aug	31	Sundry Cd	217	745		Aug	31	Balance		3160	55
	"	Journal	124	6989			"	Due Ches	15	400	
	"	"	126	8262			"	Journal	124	8255	16
Sep	30	Sundry Cd	13	6019	29		"	Vouc. Reg.	149	4472	521
	"	Due Bayles	43	1597	50		"	" "	55	4112	371
	"	Sundry Cd	220	240	0	Oct	31	Sundry Cd	13	3761	05
	"	Journal	142	7961	59		"	Journal	143	1158	386
	"	"	144	1182	69		"	Vouc. Reg.	144	7323	713
Dec.	31	Bills Pay.	44	4514	39		"	Sales Off. Reg.	57	4397	88
	"	Cash	24	4924	208	Dec.	31	Cash	24	580	58
	"	" Book	22	117	7		"	Journal	155	2373	47
	"	Journal	153	1169	17		"	Vouc Register	179	4750	105
	"	"	155	1345	38		"	Sales Off Vou	58	556	300
	"	"	5	5355	41		"	Journal	155	1476	275
Jan.	31	Cash Book	34	3697	619	Jan.	31	Cash Book	34	362	92
	"	" "	219	132	7		"	Journal	168	7726	384
	"	Bills Pay.	48	2350	264		31	Vouc. Register	192	4493	586
	"	Journal	186	5148	5		31	Journal	170	618	4
	"	"	170	3761	5		31	Sales Off Vou	61	3412	131
Feb	28	"	176	1253	10	Feb	28	Journal	176	5759	44
	"	C.B.	219	389			"	C.B.	43	7268	2
	"	"	43	3255	36		"	Vouc Reg.	204	4435	825
	"	Bills Pay.	51	2638	68		"	Sales Off Vou	62	1931	99
	"	Journal	177	2047	2	Mar	31	Cash Book	56	138	101
	"	"	24	3017	76		"	Journal	187	1510	15
Mar.	31	Cash B.	56	5345	75		"	Vou Reg	220	7180	79
	"	Stanchs	217	112			"	Journal	188	5858	
	"	Bills Pay.	54	1365	61		"	Sales Off Vou	63	2035	06
	"	Journal	187	1623	641	Apr.	30	Cash Book	69	2949	3
	"	"	188	3166	32		"	Journal	197	2059	27
Apr.	30	Cash Book	68	4012	22		"	Vou Reg	236	7490	297
	"	Bills Pay	58	2989	89		"	Sales Off.	64	1448	38
	"	Journal	197	405	17		"	Journal	199	1063	6
	"	"	199	2172	19		"	Cash Book	80	103	77
May	31	Bills Pay	60	1161	50	May	31	Journal	211	5260	20
	"	Cash Book	83	6341	83		"	Sales Off Reg	65	1983	7
	"	Journal	211	6455	51		"	Vou Reg	253	12101	853
	"	"	213	4772	16	June	30	Cash Book	98	78	586
June	30	Bills Pay	2	4197	47		"	Journal	222	6856	62
	"	Cash Book	98	7068	58		"	Vou Reg	269	8352	08
	"	Journal	222	5190	26		"	Journal	225	310	70
	"	"	225	5378			"	Sales Off Reg	66	1354	47
July	31	Cash Book	113	6781	58	July	31	Cash Book	113	250	71
	"	Bills Pay	3	2789	92		"	Journal	231	3610	86
	"	Journal	231	6979	89		"	Vou Reg	253	7941	78
	"	Stanchs	216				"	Journal	233	2823	
	"	Journal	233	6931	17		"	Sales Off Vou	67	1564	93
	"	Balance	10	1241	21		"	Journal	233	2625	
				81190	7961					81190	7961

Accounts Payable

1911				
Aug.	31	Bills Pay.	5	277188.3
	"	Cash	17	432950.84
	"	Journal	10	26523.5
	"	"	12	72052.7
Sept.	30	Bills Pay.	7	233406.1
	"	Cash	32	70800.99
	"	Journal	19	261450
	"	"	21	17793
Oct.	31	Cash	45	329383.4
	"	Bills Pay.	9	19111402
	31	Journal	34	3118817
	"	"	35	681069
Nov.	29	Bills Pay.	11	447871
	"	Cash	57	294700.8
	"	Stamps	151	5.0
	"	Journal	47	259923
	30	"	49	460.70
Dec.	30	Bills Pay.	13	107536
	"	Stamps	150	150
	"	Cash	72	439663.0
	"	Journal	60	3462744
	"	"	61	374458
	"	Balance		6281236
				4593958.2
1912				
Jan.	29	Bills Payable	14	528426
	31	Journal	72	99665
	"	Stamps	149	144
	"	Cash	85	6449985
	"	Journal	73	99925
Feb.	29	"	82	41367
	"	Bills Pay.	15	5141199
	"	Stamps	149	155
	"	Cash	95	2662326
	"	Journal	83	64530
Mar.	30	Bills Pay.	16	3681222
	"	Stamps	149	12
	"	Journal	92	3254440
	"	Cash	107	1599903
	"	Journal	93	1732330
Apr.	30	Bills Pay.	18	1583244
	"	Stamps	149	143
	"	Cash	130	4105504
	"	Journal	101	21830
	"	Balance		6281236
				2262334.4

1911				
Aug.	1	Balance	101	12494001
	31	Cash	17	8996.65
	"	Journal	10	7416966
	"	Vouchers	297	3238946
	"	Sales Off. Gen	68	1085651
	"	Journal	12	13764
Sept.	30	Cash	32	2589647
	"	Journal	19	2674654
	"	Vouchers	313	6668417
	"	Sales Off. Gen	69	121639
	"	Journal	21	1990
Oct.	31	Cash	45	449635
	"	Journal	34	4844486
	"	Sales Off. Reg	70	171289
	"	Vouchers	329	7096349
	"	Journal	35	3973238
Nov.	29	Cash	57	589609
	"	Journal	47	3459578
	30	Vouchers	340	4607530
	"	Sales Off. Reg	71	196360
	"	Journal	49	16558
Dec.	30	Stamps	150	50
	"	Cash	72	2334491
	"	Journal	60	4246855
	"	Vouchers	346	3604603
	"	Sales Off. Gen	72	93578
	"	Journal	64	234490
				4593958.2
1912				
Jan.	1	Balance		6281236
	31	Journal	72	1247055
	"	Cash	85	8463376
	"	Gen. Pay.	251	6779990
	"	Sales Off. Reg	73	173896
Feb.	29	Journal	1	124449
	"	"	82	3147752
	"	Cash	95	4644432
	"	Sales Off. Reg	74	63469
	"	Gen. Pay.	357	1319933
	"	Journal	83	164474
Mar.	30	"	92	1931149
	"	Cash	107	1587785
	"	Sales Off. Gen	75	1067014
	"	Vouchers	369	5263747
	"	Journal	93	1440771
Apr.	30	Stamps	148	6454
	"	Cash	130	581128
	"	Journal	101	6798447
	"	Vouchers	388	6278249
				2262334.4

Accounts Payable

1912				
Apr.	30	Journal	103	1850
May	31	Sales Off. Gen	80	201503.18
	"	Stamps	149	120
	"	Cash	135	3582222
	"	Journal	114	3444465
	"	"	116	2061159
June	29	Bills Pay.	21	1983596
	"	Cash	13	3904732
	"	Journal	125	2861578
	30	"	126	1727116
July	31	Bills Pay.	22	1780163
	"	Cash	31	7556633
	"	Journal	139	8816768
	"	"	139	121150
Aug.	31	Bills Book	23	1987740
	"	Stamps	299	173
	"	Journal	149	2406442.22
	"	"	150	1587693
Sept.	30	Bills Book	26	2179653
	"	Stamps	298	75
	"	Cash	65	8282109
	"	Journal	160	3933383
	"	"	162	2165733
Oct.	31	Bills Book	29	2361277
	"	Stamps	299	1415
	"	Cash	85	8121440
	"	Journal	171	8559663
	"	"	173	2466799
Nov.	30	Bills Book	30	2571726
	"	Stamps	298	131
	"	Cash	102	5102420
	"	Journal	184	8146871
	"	"	186	3905385
Dec.	31	Bills Book	32	1740447
	"	Stamps	299	243
	"	Cash	119	5125021
	"	Journal	196	1431999
	"	"	199	3858686
	31	Ledger #3	251	6829382
				7514017.97

1912				
Apr.	30	Balance		7092349
	"	Sales Off. Gen	76	950715
	"	Journal	103	52995
May	31	Cash	135	7161212
	"	Journal	114	3287888
	"	Vouchers	405	7038606
	"	Sales Off. Gen	77	1264122
June	29	Cash	13	655715
	"	Journal	125	8516516
	30	Vouchers	421	7763214
	30	Sales Off. Reg	78	86688
July	31	Stamps	299	84
	"	Cash	31	6897412
	"	Journal	139	2889
	"	"	139	165
	"	Sales Off. Reg	79	1771714
	31	Vouchers	438	8883568
Aug.	31	Cash	149	6897816
	"	Journal	149	4461420
	"	Vouchers	456	9317164
	"	Sales Off. Reg	80	66441
Sept.	30	Stamps	298	75
	"	Cash	65	4791212
	"	Journal	160	1327419
	"	Vouchers	474	8447967
	"	Sales Off. Reg.	81	1478147
Oct.	31	Cash	85	6581181
	"	Journal	171	5166251
	"	Sales Off. Reg.	82	93958
	"	Vouchers	490	8959009
Nov.	30	Cash	102	464451
	"	Journal	182	5996160
	"	Sales Off. Reg	83	165976
	"	Vouchers	508	7973339
Dec.	31	Cash	119	597125
	"	Journal	196	6397196
	"	Vouchers	524	6739100
	"	Sales Off. Reg	84	196163
	"	Journal	199	1759191
				7514017.97

Sales Allowance

1912 Jan.	8	Sund. Returns 3464	67		520
	9	C. Pages 3469	"		85
	"	Sund 3467 1114-1017	"		5385
	10	Henderson Ill. Co 3476	68		1500
	"	Smith Brothers Co. 3477	"		3570
	13	P.N. Lumber 3503	"		800
	"	L. Chamberlin 3504	"		1136
	16	Hitchcock Bros 3516	69		36500
	18	Pages Syrup Co. 3512	70		1400
	22	Sund 3516	"		9425
	"	Baldwin Piano Co. 3517	"		2250
	"	Smith Marcus 3520	"		1200
	"	Chas. Mace & Co. 3522	71		7928
	26	Sund Returns 3525	"		4097
	"	Chelsea Corset Co. 3529	"		600
	29	Geo. Sykes Co. 3532	72		1100
	31	Sell: Allowances	"		28819
Feb.	5	Sund Returns 3536	75		1497
	8	Ingersoll & Bro 3562	76		1500
	"	Conf. for Pkg. 3565	"		415
	"	Thompson Ill. Co. 3567	"		106
	9	Wyman & Co. 3570	77		800
	"	J.J.W.V. 3572	"		1136
	10	Henderson Ill. Co. 3575	78		1500
	14	Sanders 3580	"		21150
	"	Chas. Bros 3582	"		5920
	17	Hayes Bros Co. 3584	79		67302
	"	C. Klemm 3586	"		800
	"	Ingersoll & Bro 3587	"		285
	"	Sund claims 1148 3588	"		40555
	"	Henderson Ill. Co. 3590	"		650
	20	Peabody Co. 3596	80		200
	17	J.H. Cassard 1216	"		1525
	26	M. Beetle 3600	81		675
	"	J.J.W.V. 3601	"		600
	29	Sell Allowances	"		28847
Mar.	4	Sund 1233 1143	84		2640
	"	1144-1145 3608 M. Hoffman & Co	"		7706
	"	Sund 3610	"		81115
	5	Rolly & Co 3615	85		151125
	"	Do 3617	"		379
	6	C. Mace & Co 3646	86		2603
	8	Thompson 3649	"		3040
	"	Vendrell & Co 901	87		15044
	"	J.J.W.V. 3651	"		2300
	12	Gall & Hunt 3666	"		60000
	13	Sund 3674	"		3907
	"	C. Pages 3676	88		690
					472259

1912 Jan.	31	Apples Bros Ill.	72		180
Feb.	8	Pages Syrup Co.	76		4813
	9	Sund Ill. Pages	77		1250
	17	H. Mooney & Co.	79		535
Mar.	4	Ingersoll & Bro	84		12175
	8	Do	87		285
	15	Balance			426151
					463259

Sales Allowances

1912									
Mar	13	Balance			42618	1			
	15	Claims 1114	88		112				
	21	Dr. Mary Stuart 1145	89		3801				
	"	Chemical Works Co 1251	"		912				
	"	Geo. W. Foster 1148	"		4284				
	"	S. Rubenstein 3656	"		200				
	"	A. & W. Co 3657	"		4000				
	23	P. & V. Simon 3692	90		800				
	"	Simon Drug Co 1206	"		837				
	27	J. & J. & N. 3654	"		5284				
	29	Lyd. Valley (2 cts)	91		78819				
Apr	5	E. Jacobs Co 3706 & 12	95		7823				
	9	Central Card 3727	96		307				
	"	Little & Co 1116	"		6719				
	"	W. & Bros 1275	"		300				
	"	Great Dry Co 3728	97		1752				
	"	S. & Chief Co 3731	"		2750				
	"	J. & J. & N. Co 3732	"		1933				
	15	Do 3743	98		2584				
	18	A. & J. & Co 3751	99		1950				
	"	Second Avenue Ship 3751	"		11100				
	25	P. & V. Simon 3756	"		800				
	26	Empire & Co	"		625				
	27	Chas. Claus 3755	100		620				
	30	Lyd. Valley (2 cts)	"		78819				
	"	Empire & Co	101		449				
May	9	E. J. Jacobs Co 3790	105		1333				
	"	Little & Jacobs 3792	106		1000				
	"	Novelties Co 3794	"		475				
	13	R. Lichtenstein 1330	107		100				
	15	Thomas Flannery 1327	"		132				
	17	Lyd. Dry Co 1148	108		16520				
	"	Dr. Mary Stuart 3816	"		500				
	"	E. J. Jacobs Co 1328	"		3100				
	20	A. & W. Claus 418	109		13075				
	"	P. & V. Simon 3820	"		800				
	22	Leiter & Lillard 3821	"		1791				
	25	A. & W. Claus 418	110		427				
	29	E. N. Mitchell Co 3867	111		960				
	"	J. & J. & N. 3871	"		1938				
	"	H. & L. Kaufman 1386	112		1450				
	"	A. & W. Richard 1131	"		4707				
	31	Lyd. Valley	113		78819				
	"	Chas. & Coleman 1312	"		1200				
	"	S. & Schmidt & Co 1314	114		930				
June	7	E. J. Jacobs Co 3861	118		7079				
	8	Mich. & Sherman 3868	119		1060				
	10	Gotti & Grieco 212	120		3000				
					772064				772064

1912									
Mar	15	S. & Stifter 3650	88		710				
	27	Chapman & Sons 3688	90		420				
Apr	5	Little & Jacobs Co	95		125				
	15	Chapman & Son	98		252				
	"	Sundries	95		15				
May	13	Jos. Drassner & Son	107		2510				
	20	A. & W. Claus	111		1040				
	31	Dow Company Co.	114		60				
June		Balance			76691	2			

Sales Allowances

1912									
June		Balance			76691	2			
	13	Sundries 3880	120		8840				
	14	J. & J. & N. 3882	122		3876				
	19	Keystone Dock N. York	123		3680				
	"	Wright & Co. 3901	"		1450				
	29	Journal	124		22528				
July	9	Rob. H. Hunt	129		1000				
	"	A. L. & R. R.	3906	"	500				
	"	R. H. Hunt	3907	"	500				
	"	N. Y. N. Y. R.	3916	130	3876				
	"	E. Jacobs Co 1328	131		80786				
	12	E. Meyer	3927	"	1000				
	16	Mary A. Hangod 3931	137		11050				
	"	Geo. Leffingwell 1133	133		720				
	23	W. Sherman 3945	"		500				
	"	J. Schnell Co. 1149	134		33647				
	"	Excelsior Co. Bodle 1335	"		1797				
	"	John Bell Co. 3973	134		41077				
	26	Empire & Co	135		7001				
	"	M. Lichtenstein	"		03				
	27	E. J. Jacobs	3985	136	256				
	"	R. N. Simons 3989	"		800				
	"	Rich. Bros. 1411	"		1045				
	"	E. N. Mitchell 1395	136		5000				
	31	Journal	139		22890				
	"	Sundries 3992	"		15970	1			
	"	3992	139		5359				
Aug.	7	E. J. Jacobs 4023	141		1771				
	"	Empire Supply Co 4024	"		8305				
	"	Langley & Co 4026	"		8500				
	"	Klein 1334	"		557				
	"	D. & W. Maitland 1504	"		700				
	"	Roy E. Butler 1500	"		700				
	"	Smith & Brown 1423	"		640				
	"	J. R. Worcester 1078	142		600				
	9	Mason & Hamlin 1139	"		7176				
	12	Klein 1514	"		55				
	"	N. Y. N. Y. R. R. 4033	143		7631				
	"	Loyal Family Co 4035	"		7501				
	15	Rob. H. Hunt 4038	"		500				
	17	Leiter & Lillard 4023	144		523				
	"	Empire Light Co	"		177				
	19	Wm. Rosenberg 1454	145		82				
	"	R. Hunt Co. 4048	"		500				
	26	Dow 4049	"		2320				
	"	Sundries 4046	"		400				
	27	Nat. Bear Co. 3974	146		1552	2			
	27	E. N. Bergold 1515	147		81	3			
					123717				123717

Sales Allowance

| 1914 | | |

Bills Payable

1910					1910			
Jan	4	J. H. Thompson	455	17 16 00 00	Jan	1	Bal. # 1	136 14 70 00 21 60
	7		3	3 00 00 00		2	Bank	101 5 00 00
	15		49	20 40 00 00		31	Sundry	10 5 24 95 65
	21	Bookwalter		54 64 42	Feb	28		15 17 22 57 76
	24	Steam Mfg	50	13 70 71	Mar	1	J. W. Evans	9 1 06 47 21 1
	26	Worthington Mfg		5 43 40		31	Sundry	16 25 56 64 63
	28	J. W. Evans	51	30 16 64	Apr	1	J. W. Evans	9 1 24 00 00 1
	31	Steam Mfg. Co	52	5 00 00 00		30	Sundry	21 31 46 43 32
		Bank	104	17 75 60	May	23	Bank	14 5 50 00 00
Feb	19	J. H. Thompson	57	20 00 00 00		31	Sundry	25 35 55 50 00
	23	Bank		13 62 20	June	30	Sundry	26 14 30 00 33
	24	J. W. Evans	54	10 04 40 00	July	30		31 25 55 65 41
	25			50 00 00	Aug	31		35 24 75 40
		Sundry	59	19 91 15	Sept	30		37 20 96 50 30
		Bank	113	15 40 10 25	Oct	31		40 17 26 66
Mar	17	Robt. N. Thompson	64	46 18 00 00				
	29	J. W. Evans	65	71 24 24				
	31	Bank	123	9 45 33 43				
Apr	18	Robt. N. Thompson	75	10 20 00 00				
	28	J. W. Evans	78	6 00 47 22				
	29	Sundries		10 72 22 17				
	30		80	6 41 39 79				
		J. H. Thompson		27 67 50 00				
		Bank	134	105 13 24 40				
May	16	Woodpulp Co. & Co.	85	64 03 86				
	31	J. W. Evans	88	15 21 97 35				
		Bank	145	103 03 55				
		J. H. Thompson	93	37 20 20 50				
			98	127 75 00 00				
June	7	Nygren Bros	95	3 60 96				
	30	J. W. Evans	96	20 47 55				
		Bank	100	47 67 33				
July	8	C. Pardee & Co.	103	895 10				
	16	T. A. Edison	104	60 00 00				
	31	Bank	113	103 76 66				
		J. W. Evans	106	136 07 27				
Aug	30		114	50 00 00				
			114	51 14 14				
	31	Bank	115	109 56 66				
Sept	15	J. W. Evans	126	77 79 95 1				
	22		127	50 00 00				
	27		128	50 00 00				
	30	Bank	129	100 77 60				
Oct	21	T. A. Edison	131	60 41 10				
	26		132	50 00 00				
	31	Sundry	133	159 [illegible]				
		Bank		57 [illegible]				
		Steam Work	135	40 [illegible]				
		Bateman		17 [illegible]				

Bills Payable

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Accounts Receivable Ledger "G"

1911					1911				
Aug.	1	Balance	92	8533075	Aug.	31	Cash	17	4338320
	31	Cash	17	852489		"	Bills Rec.	6	719629
	"	Journal	10	197503		"	Journal	10	119715
	"	Sales Reg.	26	6787421		"	Sund Cr. Bags	"	1186178
	"	" " Sect	297	504400		"	" " "	390	20017
	"	" " Plane	299	1566594	Sept.	30	Cash	32	6168171
Sept.	30	Cash	32	852360		"	Bills Rec.	7	359727
	"	Journal	19	79954		"	Journal	19	196201
	"	Sales Reg.	49	6355951		"	Sund Cr. Bags	21	1319254
	"	" " Sect	295	38560		"	" " "	391	12579
	"	" " Plane	299	3649	Oct.	31	Cash	45	11812147
Oct.	31	Cash	45	3927791		"	Bills Rec.	8	531283
	"	Journal	54	8254		"	Sund Cr. Bags	35	1505409
	"	Sales Reg.	69	4573885		"	" " "	391	1545
	"	" " Sect	294	19650		"	Journal	34	4089555
Nov.	29	Cash	57	2422028	Nov.	30	Sund Cr. Bags	47	1636403
	"	Journal	47	32628		"	" " "	392	4979
	"	Sales Reg.	85	3056694		29	Cash	57	3071162
	"	" " Plane	300	1200		"	Stamps	151	40
	30	Journal	49	4534149		"	Bills Rec.	10	779305
Dec.	30	Stamps	150	307		"	Journal	47	130277
	"	Cash	72	5186654		"	Sales Reg. Sect	293	2428769
	"	Journal	60	3419544		"	Stamps	150	15
	"	Sales Reg.	96	2509502	Dec.	30	Cash	72	2304388
	"	Journal	64	3466964		"	Journal	60	7041150
						"	Sund Cr. Bags	54	6358245
						"	" " "	393	4095
						"	Bills Rec.	12	3811413
						"	Balance		6250133
			34680901						34680901
1912					1912				
Jan.	1	Balance		6250133	Jan.	17	Journal	69	17409
	31	Journal	72	3757		31	Sund Cr. Bags	65	1333538
	"	Sales Reg.	103	9171774		"	" " "	394	12091
	"	" " Sect	292	20250		"	Journal	72	8970
	"	Stamps	149	30		"	Stamps	149	110
	"	Cash	85	1663248		"	Cash	85	1668873
	"	Journal	73	93697		"	Bills Rec.	15	3850996
Feb.	29		82	98822	Feb.	29	Sund Cr. Bags	74	7795335
	"	Cash	95	3078183		"	" " "	394	16516
	"	Sales Reg. Sect	292	5639		"	Journal	82	375583
	"	" "	111	1552949		"	Cash	95	1478486
	"	Journal	83	570336		"	Bills Rec.	16	6580996
Mar.	30	Stamps	149	9061798		"	Vari Reg.	357	1320
					Mar.	30	Sund Cr. Bags	80	6329589
						"	" " "	394	2753
						"	Stamps	149	119
						"	Bills Rec.	17	1474747
						"	Balance		
			98067740						98067740

Accounts Receivable, Ledger "A"

1912					1912				
Mar.	30	Balance		28414904	Mar.	30	Journal	92	3321927
	"	Journal	92	8093		"	Cash	107	1413 2835
	"	Cash	107	7835674	Apr.	30	Rec. Rec.	19	312528
	30	Sales Reg. Ret.	290	163375		"	Cash	120	2639443
	"	" "	127	2383710		"	Journal	101	24629
	"	Journal	93	20833		"	Sundry Cr. Bags	85	5161175
	"	"	101	6172		"	" " Int.	395	1200
Apr.	30	Cash	120	4711149					
	"	Journal	101	23865	May	30	Stamps	148	25
	"	Sales Reg.	156	4745433		31	Cash	135	2783569
	"	" " Int.	287	175264		"	Sales Rec.	20	7304457
	"	" " Canc.	300	1444000		"	Sundry Cr. Bags	92	6570100
	"	Journal	103	24513		"	" Int.	395	7801
May	30	Cash	135	2543435		"	Journal	114	3746438
	"	Journal	114	188395	June	30	Sundry Cr. Bags	100	10076074
	"	Sales Reg.	185	5776409		"	Stamps	299	15
	"	" Int.	285	82735		"	Cash	13	3052285
	"	Journal	115	1224435		"	Rec. Rec.	21	5411497
June	29	Cash	13	3274943		"	Journal	135	3270.87
	"	Journal	135	198449		"	Sundry Cr.	396	1461068
	"	Sales Reg.	217	6494299	July	31	Sundry Cr. Bags	110	17537271
	"	" " Int.	284	20983		"	" "	399	35024
	"	Sundry Cr.	380	1758921		"	Cash	31	4769604
	30	Journal	176	1833367		"	Rec. Rec.	23	6103044
July	31	Cash	31	4857322		"	Journal	139	115300
	"	Journal	139	1271457		"	"	"	2837814
	"	Sales Reg. Ret.	258	406472	Aug.	"	Sundry Cr. Bags	123	19198.94
	"	" "	268	7165377		31	Cash	149	4450440
	"	Journal	138	165		"	Rec. Rec.	78	1115180
	"	"	139	1056498		"	Journal	149	720847
Aug.	31	Stamps	299	175		"	Sundry Cr. Bags	351	3376537
	"	Cash	149	93572	Sept.	30	Stamps	299	70
	"	Sales Reg.	33	9330056		"	Cash	65	5175121
	"	" Ret.	4	118577		"	Rec. Rec.	27	1026020
	"	Journal	149	4976486		"	Sundry Cr. Bags	353	46399
	"	"	"	70		"	" "	134	1671790
	"	Sales Office Reg.	80	995		"	Journal	160	3225374
	"	Journal	150	115563	Oct.	31	Rec. Rec.	27	407940
Sept.	30	Stamps	299	05		"	Cash	85	5612002
	"	Cash	65	4057497		"	Journal	171	3547976
	"	Sales Reg. Ret.	8	174073		"	Sundry Cr. Bags	149	7018705
	"	Journal	160	3464496		"	" " Ret.	356	5553
	"	Sales Reg.	65	6380073		"	Balance	135	1407137
	"	"	300	68720					
	"	Journal	162	1876461					
Oct.	31	Cash	85	5721111					
	"	Journal	171	7680090					
	"	Sales Reg.	96	8573158					
	"	" " Ret.	10	517725					
				6118444 7					6118444 7

Accounts Receivable Ledger "B"

1911					1911				
Aug.	1	Balance	92	6743712	Aug.	31	Cash	17	2089400
	31	Cash	17	4344411		"	Rec. Rec.	6	604245
	"	Journal	10	16800		"	Journal	10	15612
	"	"	"	1614		"	Sundry Cr. Bags	"	9313000
	"	Sales Reg.	26	5063090		"	" "	390	8655
	"	" " Int.	297	53925	Sept.	30	Cash	32	3448855
	"	" " Canc.	299	3340		"	Stamps	151	52
Sept.	"	Cash	32	177862		"	Rec. Rec.	7	3584467
	"	Journal	19	19200		"	Journal	19	60047
	"	"	"	1000		"	Sundry Cr. Bags	21	789620
	"	Sales Reg.	49	3004447		"	" "	391	1848
	"	" " Int.	295	54098		"	Canc. Cr. on pay. &		400
	"	" " Canc.	299	400	Oct.	31	Cash	45	1723380
Oct.	31	Cash	45	1980072		"	Stamps	151	17
	"	Stamps	151	42		"	Rec. Rec.	9	1813413
	"	Journal	36	2268		"	Sundry Cr. Bags	35	1333206
	"	"	"	3800		"	" "	391	19395
	"	Sales Reg.	69	2532824		"	Journal	34	1345814
	"	" " Int.	294	2875	Nov.	30	Sundry Cr. Bags	47	581530
	"	" " Canc.	299	400		"	" "	392	14942
Nov.	29	Cash	57	1412.39		29	Cash	57	1342699
	"	Journal	47	14832		"	Stamps	151	99
	"	Sales Reg.	85	1991349		"	Rec. Rec.	10	1603619
	"	" " Int.	293	4785		"	Journal	47	1130
	"	" " Canc.	300	2440	Dec.	30	Stamps	150	16
Dec.	30	Stamps	150	110		"	Cash	72	1502128
	"	Cash	72	1477115		"	Journal	60	14868
	"	Journal	60	13704		"	Sundry Cr. Bags	54	643526
	"	"	"	5443		"	" "	393	10876
	"	Sales Reg.	96	1141815		"	Rec. Rec.	12	851955
	"	" " Canc.	300	2147400		"	Sales Reg. Int.	293	1250
						"	Journal	64	32215
						"	Balance		48735414
				21777462					21777462
1912					1912				
Jan.	1	Balance		48735414	Jan.	31	Sundry Cr. Bags	65	692756
	17	Journal	69	11150		"	" "	394	11039
	31	"	72	15479		"	Journal	72	49843
	"			9420		"	Cash	85	12561445
	"	Sales Reg.	103	616411		"	Rec. Rec.	15	5178996
	"	" Int.	292	23000	Feb.	29	Sundry Cr. Bags	74	499086
	"	Stamps	149	30		"	" "	394	4297
	"	Cash	85	6495578		"	Journal	82	22386
Feb.	29	Journal	82	8070		"	Stamps	149	85
	"	Cash	95	4239999		"	Cash	95	7119449
	"	Sales Reg. Int.	292	9375		"	Rec. Rec.	16	4282657
	"	" " Canc.	300	1600	Mar.	30	Sundry Cr. Bags	80	294292
	"	"	111	1484241		"	" "	394	1658
Mar.	30	Stamps	149	48		"	Balance		7903507
				7903507					

Accounts Receivable, Ledger "B"

1914						1914					
Mar.	30	Balance			24229118	Mar.	30	Bills Rec.	17		36197 77
	"	Journal	92		243		"	Journal	92		30342
	"	Cash	107		330252		"	Cash	107		98768
	"	Sales Reg. Ret.	290		14701 17		"	Sundry Ledger C.			1600
	"	" "	177		15416 51	Apr.	30	Stamps	148		70
	"	" " Blanc	300		1600		"	Bills Rec.	18		32954 1
Apr.	30	Cash	170		4894407		"	Cash	120		16223 44
	"	Sales Reg	156		35753 51		"	Journal	101		193 50
	"	" " Ret	287		19863 5		"	Sundry Cr. Bags	85		45890 8
	"	" " Blanc	300		7200		"	" " "Ret"	395		7280
May	31	Cash	135		39463 9		"	Journal	104		850
	"	Journal	114		4610	May	31	Cash	135		18752 48
	"	Sales Reg	185		30458 22		"	Bills Rec.	70		32134 9
	"	" " Ret	285		14078 5		"	Sundry Cr. Bags	92		50251 3
	"	Jewelers Sales Reg.	114		3300		"	" " "Ret"	395		893
	"	Sales Off. Your Reg	77		1438		"	Journal	114		33624
June	29	Cash	10		26501 1	June	30	Sundry Cr. Bags	100		44994 1
	"	Sundry Cr.	380		1595 0		"	Stamps	299		75
	"	Sales Reg.	277		30092 9		"	Cash	10		17598 13
	"	" " Ret	284		3297 8		"	Bills Rec.	21		12669 2
	30	Sales Off. Your Reg	76		1576 5		"	Journal	175		1368 8
July	31	Cash	31		26489 9		"	Sundry Cr.	296		16204
	"	Journal	139		868		"	" "	380		1595 0
	"	Sales Reg. Ret.	287		5177 5	July	31	Stamps	299		81
	"	" "	288		7557 5		"	Sundry Cr. Bags	110		7746 87
	"	Sales Off. Your Reg	79		1830		"	" " "	399		2338 5
Aug.	31	Stamps	299		06		"	Cash	31		25639 20
	"	Cash	49		26755 7		"	Bills Rec.	23		8745 07
	"	Sales Reg.	33		39588 15		"	Journal	189		1339 96
	"	" " Ret	11		7424 07	Aug.	31	Sundry Cr. Bags	173		8469 70
	"	Journal	149		8850		"	Stamps	299		70
Sept.	30	Cash	65		19012 3		"	Cash	49		30083 34
	"	Sales Reg. Ret.	8		13597		"	Bills Rec.	75		5269 14
	"	Journal	160		500		"	Journal	149		7744
	"	Sales Reg.	65		43775 57		"	Sundry Cr. Bad Bag	351		6469
	"	" "	300		15889 9	Sept.	30	Stamps	298		75
	"	Sales Off. Reg	81		1530		"	Cash	65		21832 35
Oct.	31	Cash	85		12386 4		"	Bills Rec.	27		2561 39
	"	Journal	171		7964		"	Sundry Cr. Bad Bag	353		1469 7
	"	Sales Reg.	96		38141 15		"	" "	134		7587 58
	"	" " Ret	10		466 19		"	Journal	160		2327 49
						Oct.	31	Stamps	298		70
							"	Bills Rec.	27		10212 58
							"	Cash	85		31507 44
							"	Journal	171		9752 7
							"	Sundry Cr. Bag	149		11968 04
							"	" " Ret	356		5677 16
						Nov.	1	Balance			6297 12
					31798988						31798988

Accounts Receivable Ledger "C"

1911						1911					
Aug.	1	Balance	92		9792 9	Aug.	31	Stamps	151		20
	31	Stamps	151		1 0		"	Cash	17		3241 0
	"	Cash	17		1758 0		"	Bills Rec.	6		480 26
	"	Journal	10		3648		"	Journal	10		17535
	"	Sales Reg	26		41972 42		"	"	"		45053
	"	" " Ret	297		9000		"	Sundry Cr. Bag	"		10015 24
	"	" " Blanc	299		2000		"	" " "	370		5285
	"	Journal	10		220	Sept.	30	Cash	32		21267 46
Sept.	30	Cash	32		8417		"	Bills Rec.	7		8276 81
	"	Journal	19		5643		"	Journal	19		200 40
	"	Sales Reg	49		31687 32		"	"	"		461 99
	"	" " Ret	295		9429		"	Sundry Cr. Bags	21		9885 37
	"	" " Blanc	299		6000		"	Can't trace bag see "20"			6000
	"	" "	"		600		"	Your Reg	313		7554
Oct.	31	Cash	45		7198 30	Oct.	31	Cash	45		22347 10
	"	Journal	34		1725		"	Stamps	151		48
	"	Sales Reg	69		29935 35		"	Bills Rec.	8		7240 62
	"	" " Ret	294		2978 7		"	Sundry Cr. Bags	35		12485 25
Nov.	29	Cash	57		2879 89		"	" "	391		4541 3
	"	Journal	47		97 39		"	Journal	34		3724 9
	"	Sales Reg	55		21437 18		"	"	"		3828
	"	" " Ret	293		3960 0	Nov	30	Sundry Cr. Bags	47		7997 70
	"	" " Blanc	300		3200		"	" " "	392		3067 5
						Dec.	29	Cash "	57		18998 15
							"	Stamps	151		155
							"	Bills Rec.	10		6465 76
							"	Journal	47		6830 9
							"	Can't C.B.	48		5341 75
						Dec	30	Stamps	150		20
							"	Cash	72		11639 13
							"	Journal	60		1343 3
							"	"	"		2844 52
							"	Sundry Cr. Bag	54		5099 78
							"	" " "	593		450
							"	Bills Rec.	12		19666 93
							"	Journal Can't C.B.	61		1792 6
							"	Balance			7296 5 24
				2561 1 86							2561 1 86
1912						1912					
Jan	1	Balance		56638 44		Jan	31	Sundry Cr. Bags	65		5174 06
	17	Journal	69	6739			"	" "	394		1412 4
	30	Sales Reg	103	99759 2			"	Journal	72		1070 6
	"	" " Ret	292	3205 0			"	"	"		924 0
	"	" " Blanc	300	3200			"	Stamps	149		2 3
	31	Stamps	149	0 8			"	Cash	85		20693 7
	"	Cash	85	59344 4 3			"	Bills Rec.	15		19 3 6 9
						Feb	29	Sundry Cr. Bags	74		6897 4 3
							"	" "	394		6584
							"	Balance			2 9 6 5 7 3
				729 6 5 7 3							729 6 5 7 3

Accounts Receivable Ledger "C"

1912					1912				
Feb.	29	Balance		2756364	Feb.	29	Journal	82	3511
	"	Journal	82	28063		"	Cash	95	10979 12
	"	Cash	95	4859 16		"	Bills Rec.	16	1 39 13
	"	Sales Reg. Sent	242	3510 00	Nov.	30	Sund Cr. Bags	50	5 53 370
	"	" " "	111	2665 67		"	" " " Sent	394	2745
Mar.	30	Stamps	149	36		"	Stamps	149	20
	"	Journal	82	17755		"	Bills Rec.	17	4 25243
	"	Cash	107	7542 06		"	Journal	92	35839
	"	Sales Reg. Sent.	190	1709 75		"	Cash	107	34 44689
	"	" " "	177	7181 730	Apr.	30	Bills Rec.	18	560 32
	"	" " Blanc	300	1600		"	Cash	120	19 8497 2
Apr.	30	Cash	170	2648 70		"	Journal	101	9154
	"	Journal	101	849		"	Sund Cr. Bags	85	3 47339
	"	Sales Reg.	156	3658 747		"	" " Sent	395	56 6745
	"	" " Sent	287	1258 95	May	31	Cash	135	23 3677
May	30	Stamps	148	05		"	Bills Rec.	70	854 22
	31	Cash	135	1546 98		"	Sund Cr. Bags	92	5 38795
	"	Journal	114	67755		"	" " Sent	395	5287
	"	Sales Reg.	185	3962 826		"	Journal	114	7 44944
	"	" " Sent	285	1259 85	June	30	Laundry Bags	100	9 27500
June	29	Cash	13	2103 97		"	Cash	13	1760 199
	"	Journal	175	2666		"	Bills Rec.	21	161 159
	"	Sales Reg.	217	5069 26		"	Journal	175	2461
	"	" " Sent	284	2981 0		"	Open Grey Cov.	296	8 72 12
	"	" " R.C.	279	1586 7	July	31	Sundry Cr. Bags	110	8 75150
July	31	Cash	31	4624 80		"	" " "	399	332 48
	"	Journal	139	1150 00		"	Cash	31	41 80765
	"	"	"	899 46		"	Bills Rec.	23	543 466
	"	Sales Reg. Sent.	287	7585 5		"	Journal	138	1 65 3972
	"	" "	248	3935569	Aug	31	Sundry Cr. Bags	123	13 76755
Aug.	31	Stamps	299	60		"	Stamps	299	143
	"	Cash	49	3980 48		"	Cash	49	21 2381 89
	"	Sales Reg.	33	4995 460		"	Bills Rec.	45	65 38 12
	"	" " Sent.	4	2707 30		"	Journal	149	73995
	"	Journal	149	1683		"	Sundry Cr. Bags	391	5 48 67
Sept.	30	Cash	65	1119 69	Sept.	30	Cash	65	24 98 036
	"	Sales Reg. Sent.	8	1758 95		"	Bills Rec.	27	44 58 96
	"	" "	65	5081 525		"	Sundry Cr. Bags	353	56 418
Oct.	31	Cash	85	3394 86		"	" " "	134	17 85 401
	"	Sales Reg.	96	4977 184		"	Journal	160	26 46 579
	"	" " Sent.	10	1093 95	Oct.	31	Bills Rec.	29	50 3871
Nov.	30	Stamps	299	177		"	Cash	85	43 50 379
						"	Journal	171	70 307
						"	Sundries Rep.	149	14 78 106
						"	" Sent. B.	356	34 86 266
					Nov.	30	Stamps	299	177
						1	Balance	198	88 20 00
				41815539					41815539

Accounts Receivable Ledger "D"

1911					1911				
Aug.	1	Balance	92	8 20 29 19	Aug.	31	Cash	17	36 61 197
	31	Cash	17	10 979 25		"	Bills Rec.	6	36 71 145
	"	Journal	10	6 58 016		"	Journal	10	7 56028
	"	Sales Reg.	26	6355287		"	Sund Cr. Bag	1	15 18 326
	"	" " Sent	297	2 60 350		"	" "	390	6 04 465
	"	" " Blanc	299	5 67		"	Journal	10	320
Sept.	30	Cash	32	7 01 128	Sept.	30	Cash	32	36 01 386
	"	Journal	19	21 5241		"	Bills Rec.	7	1 168 13
	"	Sales Reg.	49	4929 672		"	Journal	19	259 561
	"	" " Sent	295	1 86 065		"	Sund Cr. Bags	21	12 72125
	"	" " Blanc	299	6000		"	" "	391	28 761
	"	Journal	21	3 75		"	Van Reg	313	39
Oct.	31	Cash	45	27 8936	Oct.	31	Cash	45	37 590 37
	"	Journal	34	470373		"	Stamps	156	270
	"	Sales Reg.	69	4530156		"	Bills Rec.	8	36 7284
	"	" " Sent	294	22075		"	Sund Cr. Bags	35	24 53607
	"	" " Blanc	299	1400		"	" "	391	56167
Nov.	29	Cash	54	4206 49		"	Journal	34	4 78824
	"	Journal	47	390151		"	Cover Bag Bond	35	102
	"	Sales Reg.	85	2091766	Nov.	30	Sund Cr. Bags	47	14 46092
	"	" " Sent	293	58775		"	" "	392	242 61
	"	" " Blanc	300	2 91 1 39 400		29	Cash	57	76 17137
	"	Journal Cover C.B.	48	2 92 3 73 7 48		"	Stamps	151	158
Dec.	30	Stamps	150	249		"	Bills Rec.	10	557 686
	"	Cash	72	368 150		"	Journal	47	2 62 023
	"	Journal	60	165170		30	Sales Reg.	71	100
	"	Sales Reg.	96	11 15 690	Dec.	30	Stamps	150	93
	"	" " Sent	293	2 59 75		"	Cash	72	18 29 269
	"	Journal Cover C.B.	61	3 09 6 92 76		"	Journal	60	186243
						"	Sund Cr. Bags	54	90 8405
						"	" "	393	17512
						"	Bills Rec.	12	2 67 166 89
						"	Balance		41 13533
				30924475					30924475
1912					1912				
Jan.	1	Balance		41 13533	Jan.	31	Sund Cr. Bags	65	102 5418
	17	Journal	69	9520		"	" "	394	53364
	31		72	67095		"	Journal	72	14822
	"	Sales Reg.	103	700509		"	Stamps	149	82
	"	" " Sent	292	150		"	Cash	85	162 2561
	"	Stamps	149	15		"	Bills Rec.	15	4 19 178
	"	Cash	85	4 32 278		"	Van Reg	351	3 13 575
Feb.	29	Journal	82	16 8147	Feb.	29	Sund Cr. Bags	74	46 1029
	"	Cash	95	2 41 643		"	" " "	394	13905
	"	Sales Reg.	111	5 11 298		"	Journal	82	60749
						"	Stamps	149	92
						"	Cash	95	100 5242
						"	Bills Rec.	16	2 12 883
						"	Balance		4 17 2 13
				65509 48					65509 48

Accounts Receivable Ledger A

1912					1912				
Jan.	1	Balance		18231.18	Jan.	30	Sundry Cr. Bags	80	527.70
	30	Stamps	149	.36		"	" " "	394	55.44
	"	Journal	92	108.37		"	Stamps	149	.70
	"	Cash	107	373.09		"	Bills Rec.	19	921.59
	"	Sales Reg. Ret.	290	169.37		"	Journal	92	254.81
	"	" "	177	1209.76		"	Cash	107	1962.46
Apr.	30	Cash	120	270.03	Apr.	30	Stamps	148	1.66
	"	Journal	101	.86		"	Bills Rec.	19	251.28
	"	Sales Reg.	156	3878.45		"	Cash	120	1831.57
	"	" " Ret.	287	173.63		"	Journal	101	138.58
	"	" " Bags	300	1200.00		"	Sundry Cr. Bags	85	3020.18
	"	Journal	104	8.50	May	30	Stamps	148	.72
May	31	Cash	135	2179.80		31	Cash	135	2048.05
	"	Sales Reg.	185	3777.07		"	Bills Rec.	20	4541.37
	"	" Ret.	285	1258.67		"	Sundry Cr. Bags	92	447.27
June	29	Cash	13	1503.80		"	" Ret.	295	17.34
	"	Journal	125	181.19		"	Journal	114	47.33
	"	Sales Reg.	219	3927.62	June	30	Sundry Cr. Bags	100	806.14
	"	" " Ret.	284	50.38		"	Stamps	299	1.00
	"	" " P.C.	279	444.19		"	Cash	13	1806.45
July	31	Cash	81	1631.50		"	Bills Rec.	21	1847.97
	"	Journal	138	1027.18		"	Journal	125	52.23
	"	Sales Reg. Ret.	751	757.25		"	Sundries Cr.	296	21.88
	"	" "	245	4667.28	July	31	Stamps	299	.60
Aug.	31	Stamps	299	1.38		"	Sundry Cr. Bags	110	831.65
	"	Cash	49	2033.56		"	" " "	399	385.67
	"	Sales Reg.	33	4785.07		"	Cash	81	2089.44
	"	" " Ret.	4	751.50		"	Bills Rec.	23	2841.30
	"	Journal	149	1877.84		"	Journal	138	81.45
Sept.	30	Cash	65	2076.52	Aug.	31	Sundry Bag. Cr.	173	1089.37
	"	Sales Reg. Ret.	5	171.80		"	Stamps	299	.131
	"	Journal	160	10.50		"	Cash	49	2447.24
	"	Sales Reg.	65	5793.18		"	Bills Rec.	25	536.66
	"	" "	300	4082.00		"	Journal	149	864.08
Oct.	31	Cash	85	2319.95		"	Sundry Cr. Ret. Bags	351	1666.67
	"	Journal	171	7.00	Sept.	30	Stamps	298	.98
	"	Sales Reg.	96	6052.50		"	Cash	65	2960.73
	"	" " Ret.	10	458.45		"	Bills Rec.	27	204.82
						"	Sundry Cr. Ret. B.	353	548.16
						"	" "	134	1136.98
						"	Journal	160	637.86
					Oct.	31	Stamps	298	.97
						"	Bills Rec.	29	790.84
						"	Cash	85	3406.58
						"	Journal	171	868.34
						"	Sundry Cr.	149	1499.72
						"	" " Ret.	356	867.45
					Nov.	1	Balance	127	9504.66
				39467.64					39467.64

Bonds

1912					1910				
Dec.	31	Ledger #3	259	15000.00	Jan.	1	Leg. #1	140	15000.00

1910 Jan. 1 Leg. #1 — 210 — 80000 — Davis Farm Option 18 Gal. Cont. 0.76 — 98 — 80000

Bonus to Employees

1910							1910				
Sept 1	to Cash		106		1500		Dec. 31	Journal		1500	
Oct	24 C. 34102	34171	43		16368		1911 Dec. 30	P & L			79490
Dec	15 Freeman Hopkins		55		13122						
					79490						79490

Accounts Receivable, Ledger A.

1910							1910				
Oct	31	Balance	116.	140713	89		Nov.	30	Stamps	299.	70
	"	Sales Off Reg.	82.	16	34			"	Cash	102.	4256 90 32
	"	Journal	173.	1 37	38	6		"	Dies Rec.	21.	6 28 88 24
Nov.	30	Cash	102.	10	55	74		"	Journal	184.	57 40 51
	"	Sales Reg	123.	57	88	40		"	Sunday Ex.	161.	19 30 58 7
	"	" " (Ret)	11.	11	79	50		"	" Ret.	359.	5 76 54
	"	Journal	182.	17	36	64	Dec.	31	Cash	119.	74 54 16 3
	"	Sales Off. Reg	83.		37	40		"	Paid Back	33.	10 96 41
	"	Journal	184.	77	23	95		"	Journal	186.	14 79 07 0
Dec.	31	Cash	119.	10	96	41		"	Sunday Ex.	173.	71 56 36 9
	31	Sales Reg. (Ret)	12.		101	75		"	" Ret.	361.	8 04 02
	"	Journal	186.		190	165		31	Ledger #3	181	186 32 47 9
	"	Sales Reg	148.	49	93	83					
	31	Sales Off. Reg.	84.		169	74					
	"	Journal	189	2	10	76					
				886	03	97				886	03 97

Accts. Receivable. Ledger B.

1910						1910					
Nov.	1	Balance	118.	6578	1	Nov.	30	Stamps	298.		13
	30	Stamps	298.		24		"	Cash	102.	25	47
	"	Cash	102.	2480	82		"	Bills Rec.	31.	31	88
	"	Sales Reg	123.	3781	55		"	Journal	185.	7	19
	"	" " Ded	11.	77	63		"	Sundry Cr.	161.	87	84
	"	Journal	182.	1163	71		"	" " Cat.	359.	3	45
Dec.	31	Cash	119.	51	81	Dec.	31	Stamps	297.		63
	31	Sales Reg (Cat.)	12	14	275		"	Cash	119.	18	11
	"	Journal	196	49	95		"	Bill Book	33.	77	23
	"	Sales Reg	148.	75	44		"	Journal	196.	68	33
				1	1		"	Sundry Cr.	173.	11	38
							"	" " Cat.	361	7	36
							31	Ledger # 3.	185.	6	29
				137	14					137	14

Unpaid Coupons for Bond Acct.

1911						1910					
Apr.	30	Jacobson	33	11	38	Jan.	1	Red. #	114	22	77
	29	Thompson Ex.	100	27	98	Apr.		Rec. Bond Int.	74	37	77
						Oct.	21	" "	182	18	77
						1911					
						Apr.	5	" "	190	37	77
						Oct.	9	" "	26	37	77
				140	85					140	85

Accts. Rec. Ledger C.

1912					1912				
Nov.	30	Balance	122	8 9 2 9 1 0 1	Nov.	30	Cash	102	3 7 5 7 2 3 1
	"	Cash	102	5 5 2 5 4 4		"	Rec. Rec.	31	6 8 2 7 3 7
	"	Sales Reg	123	4 5 0 7 1 0 9		"	Journal	184	6 6 2 0
	"	" " Ret.	11	4 5 6 7 5		"	Sundry Cr.	161	1 3 7 1 1 6 7
	"	Journal	182	1 3 3 6 6 7		"	" " Ret.	359	5 5 6 4 8 8
	"	Sales Reg	123	1 0 2 1 3 9 9	Dec.	31	Cash	119	2 7 3 9 9 6 3
Dec.	31	Cash	119	5 6 1 0 1 5		"	Pur. Book	33	7 3 0 5 1 9
	31	Sales Reg. (Ret.)	12	2 2 4 8 8		"	Journal	196	1 7 6 7 9
	"	Journal	196	1 5 8 7 4 6		"	Sundry Cr.	173	1 7 8 1 0 4 4
	"	Sales Reg.	148	4 6 4 8 4 6 0		"	" " Ret.	361	1 0 6 8 0 8 7
				1 4 2 5 8 2 0 7		31	Ledger #3.	189	8 9 6 5 3 6 9
				1 9 6 5 8 6 0 7					1 9 6 5 8 6 0 7

Accts. Rec. Ledger D.

1912					1912				
Nov.	30	Balance	122	9 5 0 4 4 6 6	Nov.	30	Cash	102	3 0 6 1 3 5 1
	"	Stamps	148	5 6		"	Rec. Rec.	31	1 0 4 8 1 1 1
	"	Cash	102	4 4 5 2 4 3		"	Journal	182	7 7 1 9 9
	"	Sales Reg	123	4 0 7 5 5 0 0		"	Sundry Cr.	161	1 2 9 8 5 5 4
	"	" " Ret.	11	1 0 4 7 5		"	" " Ret.	359	5 5 7 9 9 2 3
	"	Journal	182	1 4 0 1 9 7 8 4		"	Sales Reg	123	5 5 1 5 9 8 9
	"	"	184	1 1 2 7 6 9 3	Dec.	31	Stamps	207	7 7
Dec.	31	Cash	119	6 2 1 7 5 3		"	Cash	119	2 6 1 3 8 2
	31	Sales Reg. (Ret.)	12	6 3 2 2 5		"	Pur. Book	33	1 7 5 7 5 7
	"	Journal	196	1 0 3 3 4		"	Journal	196	9 9 9 6 5
	"	Sales Reg	148	3 3 8 7 9 4 3		"	Sundry Cr.	173	1 5 0 6 1 6 9
						"	" " Ret.	361	7 8 3 4 6 9
				1 8 1 1 0 8 7 2		31	Ledger #3	193	8 0 3 6 4 4
									1 8 1 1 0 8 7 2

Accrued Bond Int.

1910						1910					
Apr.	15	Sundries	170	1871000		Jan.	1	Bal. Pg. 1	147	2250000	
	23	Unpaid Coupons	76	227000			21	Int. Leg.	52	250000	
	1	Bank	124	150000		July	25	" "	59	750000	
					4600000	Nov.	01	" "	66	750000	
										4500000	
Aug	27	Bank	197	950000		Apr	30	Bond Int.	80	750000	
Oct.	21	Sundries	101	066000		May	31	" "	88	750000	
	"	Unpaid Coupons	102	8077000		June	30	" "	97	750000	
	19	Bank	109	240000		July	30	" "	106	750000	
						Aug	31	" "	114	750000	
						Sep	30	" "	124	750000	
					4500000					4500000	
1911						1910					
Mar.	22	Fidelity Trust Co.	1833	9570000		Oct	31	Bond Int.	134	750000	
	27	W.H. Shelmadine	1840	9200000		Nov	30	" "	143	750000	
Apr	5	Unpaid Coupons	190	3177000		Dec	31	" "	152	750000	
	13	B.F. Thompson Shelmadine	192	600000		Jan.	31	" "	161	750000	
Sept	27	U-337	31	2878888		Feb	28	" "	170	750000	
Oct	2	Wm H. Shelmadine	25	500000		Mar	31	" "	187	750000	
	9	Ship Dy Thompson	26	660000		Apr	30	" "	199	750000	
1912	"	Unpaid Coupons		3177000		May	31	" "	211	750000	
Mar	28	U-357	105	2278888		June	30	" "	222	750000	
Apr	1	Wm H. Shelmadine	95	500000		July	31	" "	231	750000	
	4	Wm D. Thompson		660000		Aug	31	" "	10	750000	
	"	Ship Bldg		2277000		Sept	30	" "	19	750000	
	29	Thompson & Ex	100	800000		Oct	30	" "	32	750000	
Sept	27	Fidelity Trust Co	157	2277000		Nov	30	" "	47	750000	
Oct.	9	Sundries	164	3570000		Dec	28	" "	58	750000	
Dec	31	Ledger #3	263	2250000		Jan	31	" "	72	750000	
						Feb	29	" "	81	750000	
						Mar	29	" "	91	750000	
						Apr	30	" "	101	750000	
						May	31	" "	112	750000	
						June	29	" "	121	750000	
						July	31	" "	131	750000	
						Aug	31	" "	142	750000	
						Sept	30	" "	160	750000	
						Oct.	30	" "	171	750000	
						Nov	30	" "	181	750000	
						Dec.	31	" "	195	750000	
					20250000					20250000	

Dispense Account

1910					
Jan.	1	Bal. #	153		42279
Feb.	5	Cambrian Mfg. Co.	55		17500
	24	E. S. Munn	57		2579
Mar.	3	Bunderson	62		13579
					9481
Apr.	14	E. S. Munn	72		17100
					17100
Jan.	7	Eng. Co. Eng. Co.	84		969
Feb.	3	" 30805	358		29079
Mar.	3	" 31195	448		24549
					50493
Apr.	4	" 31744	548		50493
	10	Shoal Creek 2662	191	5	8425
	27	Vim Co Mercury 2756	197	6	17700
May	5	" 32083	712		29013
	2	Nell Const Co 2744	200		3400
	23	Field Bros	207		3000
June	5	" 32367	858		4552
Feb.	10	" 33779	101		5785
Aug.	3	Sund Bag	2		515
	16	Schwager 6/28	5		520
	3	" 33099	1		350
	31	Ind. Cullman Bags	9		1000
Sept.	5	33522	18		2847
	9	Sund Bags	15		2680
	11	Bags & Wire	"		100
Oct.	6	" Cambrian Co	24		1500
	5	" Sund	25		1350
	13	" P. Wyman & Co	27		900
	14		28		7645
	18	Bags Eng. N.B.R.R. Co	29		5000
	5	" 33799	30		30846
	21	Bags Keystone Mfg. Co	31		550
	25	" Chronicle Mfg. Co	32		800
	31	" Sund	33		2650
Nov.	1	" Cambrian Co	38		1500
	10	" Sund	39		3538
	15	" Cambrian Co	41		1750
	4	" 34144	47		4298
Dec.	7	" 34361	58		6572
Feb.	9	Sullivan Mercury	77		1270
Apr.	4	" 36001	109		8056
May	3	" 36212	122		3926
	31	Lincoln Coal Co.	112		8937
June	4	" 36441	1		2474
July	3	" 36783	15		2770
	16	O. D. McCormell 3933	137		8000
Nov.	30	Works	187		3279
	31	Ledger #3	269		2600000
					8328996

1910					
Jan.	4	Lake Sammamish	46		17100
					17100
Oct.	26	Eng. Co. Eng. Co.	102		969
Jan.	31	Works	169		29073
Feb.	7	Nell Const Co	172		1350
	28	" (work 2d)	176		8425
	"	" (bonus)	177		24549
Mar.	7	Vim Co Mercury	181		17000
	31	Works bonus	185		50493
Apr.	11	Nell Const Co.	192		3400
	30	Works bonus	199		22032
May	5	Sund Bags	202		4845
	8	Harper Dates "	204		1700
	11	Sund "	"		2890
	15	Nell Const Co "	205		1700
	18	Bolm Brewer Comp. "	"		1700
	19	Harper Dates Co "	207		1000
	31	Works bonus	211		41531
June	15	F. P. Upton Bags	216		3000
	"	Boston Sound Comp. "	217		1000
	28	E. Lange "	220		520
	30	Harper Dates "	221		12500
	"	Works bonus	222		47030
July	31	" "	232		35037
Aug.	31	" "	11		26404
Sept.	30	" "	18		7[illegible]
	30	" "	20		30546
Oct.	31	" "	35		40233
Nov.	20		43		15223
	30	Works bonus	49		152252
1912					
Mar.	30	" "	92		8056
Apr.	30	" "	102		29283
May	13	Estate of Gleason	106		50000
	31	Works bonus	112		422630
June	29	Burglary Ins.	3[illegible]		5[illegible]
	30	Works bonus	125		27790
Sept.	27	S. & B. Elem. Company	159		5[illegible]
Oct.	9	American Mgr. Elem. Co.	160		3[illegible]
					8328996

Lord & Smith's Profit

1912						1912				
Apl.	9	Contract Printer	97		27 60	Oct.	21	Rent Some office furniture	80	13 50
May	29	H. H. Dempsey	111		1 55 34	Dec.	31	Ledger #3	131	119 19
Nov.	29	Franklin Township	181		30 75					
					24 41 19					24 41 19

Accrued Int. & Disc.

1911						1912				
Oct.	30	Bryant Bros	33	30	73 95	Jan.	1	Int.	151	34 15
Apl.	29	Thompson & Co	100	47	99	Dec.	31	Compound	155	38 67 40
Dec.	31	Ledger #3	139	20	58 72	Dec.	30	Int. & Disc.	61	10 80 00
						Dec.	31	" "	116	20 58 72
				63	47 37					63 47 37

Thomas A. Edison (Personal a/c)

| | | |

Thomas A. Edison (Personal) 7%

1912						1912				
Dec.	31	Ledger #3.	281	97 82 789		Dec.	31	% Profit & Loss	116	3 39 955
							"	" Company	"	8 641 21
							"	" Stock Notes	"	83 964 46
							"	" N.S.P. Gas Notes	"	162 181.
				97 82 789			"	" Works Fund	"	7 700 46
										97 82 789

Cement in Warehouse, Charleston

| 1910 | | |

Cement in Warehouse, Savannah

1911										1910							
Jan.	1	Bal. #1	9800	175	1.64	748	6	7	8	Jan.	31	480 Sac. @	56½	53.		5	0	7	6
Feb.	28	6000 @	.60½	60.		3	7	8	9		"	381. "	.60½	"		3	7	8	9
Mar.	31	4000 "	.67	67.		2	7	8	9	Feb.	28	4000 "	"	60.		2	7	8	9
Apr.	30	1358 "	.57½	145.		1	8	4	8	Mar.	31	1682½ "	"	67.		1	1	1	8
Dec.	31	5800 "	.65	153.		3	7	7	5	Apr.	30	444 "	"	81		3	6	8	5
Jan.	30	2274 "	.58½	166.		1	3	5	2		"	888 "	.60½	"		5	3	3	7
May	31	3500 "	.66	211.		2	3	1	0	May	31	1506¾ "	"	91		9	8	7	6
										June	30	100½ "	"	99			6	8	7
											"	760½ "	.62½	"		4	7	8	7
										July	31	456¾ "	"	107		4	8	9	7
										Aug.	31	742½ "	"	115		8	5	3	3
										Sept.	30	571½ "	"	125		5	8	8	9
										Oct.	31	628½ "	"	126		6	6	8	3
										Nov.	30	740¾ "	"	144		7	9	8	3
										Dec.	31	1245 "	"	153.		8	5	3	0
											"	2058½ "	" 584			12	0	1	00
										Jan.	31	1524¾ "	"	169		2	7	8	4
										Feb.	28	692¾ "	"	177		1	2	5	7
										Mar.	31	1154½ "	"	187		2	1	6	9
										Apr.	30	2753¾ "	" 651	198		7	9	2	7
											"	Cost of Sales		"		3	6	3	7
										May	31	275 "	"	212		1	7	9	5
										June	30	944½ "	"	223		4	1	5	8
										July	31	553¾ "	"	232		2	8	4	9
										Aug.	31	725½ "	"	12		3	7	2	6
											"	222 "	661	"		1	3	5	7
										Sept.	30	224¾ "	"	21 1871		7	1	4	7
										Oct.	31	794¾ "	"	35		2	4	7	2
										Nov.	30	150¼ "	"	48		7	2	1	9
										Dec.	30	1749½ "	"	62		10	8	4	8
										Jan.	31	115½ "	"	73		8	4	3	0
										Feb.	29	574¼ "	"	82		4	7	1	4
										Mar.	30	324¼ "	"	92		2	9	8	4
										Apr.	30	100½ "	626	103		1	0	3	6
										May	31	25 "	"	115		2	8	7	5
										Dec.	31	284¼ "	"	197		5	6	0	9
		24074				150	0	4	0			24074				150	0	4	0

Mississippi River Storage

1912 Sept	30	6910	@ .585	161	4067.08	1912 Oct	31	6910 Bbls	@ .585	1.13	4067.08		

Cement in Warehouse, New York

1910 Jan.	1	Bal. #	5.10	179.60		30.61	1	1910 Jan	31	5.10 Bbls	@ .60	53	30.61
Feb.	28	1900	@ .60	60		60.20	0	Mar.	31	9.02 "	" .60	67	54.12
Mar.	31	2.75	" .66	67		121.32		Apr	30	9.75 "	" "	81	58.69
Apr.	30	2.62	" .66	81		173.62	3		"	11.75	" .66	"	75.63
May	31	4.49	" .592	91		265.71	9		"	6.24	" .66	"	41.67
June	30	1.40	" .68	98		307.27		May	31	21.09	" "	91	139.66
July	31	8.91	"	108		446.98	8		"	28.47	" .592	"	168.47
Aug.	31	1.98	"	119		478.95		June	30	32.68	" "	98	194.87
	"	5.98	" .578	116		483.68		July	31	1.98	" "	107	11.20
Sept.	30	1.52	" .584	125		486.88			"	5.71	" .580	"	33.16
Oct.	31	5.62	" .576	135		488.23	0	Aug.	31	1.88	" "	115	10.42
Nov.	30	11.94	" .612	144		492.46	6		"	8.66	" .578	"	50.07
Dec	31	5.50	" .651	153		587.58	5	Sept.	30	2.09	" "	125	12.10
1911 Jan	31	6.58	.699	170		890.04	3		"	1.02	" .584	"	5.95
Feb.	28	6.10	.711	177		962.61	7	Oct	31	3.41	" "	135	19.96
Jan	31	19.27	.655	187		1262.80			"	2.58	" .576	"	14.87
Apr.	30	18.76	.646	198		1272.98	6	Nov.	30	10.75	" "	144	63.12
May	31	22.85	.626	211		1392.04	1		"	9.86	" .612	"	34.36
June	30	14.50	.608	223		1518.28		Dec	31	7.51	" "	153	45.76
July	31	14.80	.614	231		1615.75		1912	"	5.50	" .651	"	21.49
Aug	31	18.90	.57	12		1756.56		Jan	31	5.61	" "	169	36.58
Sept	30	18.10	.589	20		1844.60			31	5.48	" .699	169	38.48
Oct	31	13.20	.56	34		1937.40		Feb.	28	4.30	" "	177	30.50
Nov.	30	7.06	.568	45		1967.81			"	9.81	" .711	"	69.72
Dec	30	4.40	"	62		2008.32		Mar	31	5.62	" "	187	40.05
1912 Jan	31	4.70	"	73		2052.56			"	8.49	" .655	"	55.64
Feb	30	4.50	.574	83		2077.70		Apr	30	10.77	" "	198	70.00
Apr	30	1.56	.578	102		2090.85			"	8.28	" .646	"	53.49
								May	31	10.77	" "	212	67.65
									"	10.55	" .626	"	65.98
								June	30	17.47	" "	223	135.93
									"	15.52	" .608	"	94.32
								July	31	12.95	" "	232	157.46
									"	32.55	" .614	"	201.75
								Aug	31	11.69	" "	12	71.80
									"	12.15	" .59	"	71.86
								Sept	30	6.70	" "	21	39.91
									"	6.73	" .589	"	39.62
								Oct	31	8.36	" "	35	49.28
									"	7.47	" .56	"	39.46
								Nov	30	6.62	" "	45	54.08
									"	2.41	" .568	"	13.70
								Dec	30	6.01	" "	62	54.62
								1913 Jan	31	4.52	" "	73	51.69
								Feb	28	2.13	" "	82	31.25
								Mar	30	8.38	" "	92	46.35
									"	5.55	" .574	"	32.23
								Apr	30	17.70	" "		
						1495.33	52			208.03			1495.33 52

Cement in Wharf - New York

1912											
April	30	15000	@	.574		10	22529	April	30	20147¾	@ .574
May	31	20715	"	.583	115	12	19245	"	"	7864¾	" .578
June	30	20340	"	.578	116	12	78278	May	31	13288¾	" " 115
July	31	16880	"	.585	139	10	6778	"	"	5515½	" .583
Aug	31	21070	"	.589	149	12	4078	June	30	10099½	" " 116
Sept	30	16520	"	.588	161	9	7176	"	"	4485¾	" .578
Oct	31	18050	"	.595	177	11	9367	July	31	18807½	" .578 140
Nov	30	16830	"	.606	187	10	2178	"	"	4868¾	" .585
Dec	31	24018	"	.639	197	15	7356	Aug	"	13224¾	" " 150
									"	11075	" .589
								Sept	30	9990	" .589 161
								Oct	"	9630¾	" .588
									31	10884¾	" .589 173
									"	7226¾	" .595
								Nov	30	11823¾	" .595 183
									"	13337	" .606
								Dec	31	7850	" .606 197
									"	13270¾	" .639
									31	14850	" " 219
											Delivery 1915
		203027.75				121	3897.8			203027.75	

1912							
							121 3897.8
Nov	30	13000¾	" .606	197	7878	7878	129 7775.8
Dec	31	24018.12	" .639	197	15356	15356	144 9131.8
1913							
Jan	31	24000	" .639	197	15336	15336	159 9467.8
Feb	28	22000	" .639	197	14058	14058	173 9525.8
Mar	31	24000	" .639	197	15336	15336	188 9861.8
Apr	30	24000	" .639	197	15336	15336	203 10197.8
		203027.75					203 10197.8

Cement in Warehouse, Brunswick

1910													
Jan	1	Bal. #1	✓	2764	50	18806	22247¾	Jan	31	642¼	@ .50	53	8598
Feb	28	8990	@	.60	60		4589¾	Feb	28	152¼	" " "	60	8526
Aug	31	8990	"	.598	116		4784¾			762½	" " .60	"	4587½
Apr	30	3000	"	.646	198		1938.00	Mar	31	18¼	" " "	67	4569½
								Apr	30	652	" " "	81	4891.85
								May	31	269	" " "	91	4622.85
								June	30	306	" " "	95	4527.85
								July	31	1195¼	" " "	107	3332.85
								Aug	31	763½	" " "	115	2569.00
									"	2442½	" " .60	"	2235.50
								Sept	30	707½	" " "	145	1528.25
								Oct	31	508½	" " "	136	1019.75
								Nov	30	323½	" " "	144	695.25
								Dec	31	108½	" " "	153	655.47
									"	57½	" " .578	"	301.47
								Jan	30	106	" " " 166	"	195.47
								Feb	31	267½	" " " 169	"	98.97
									28	155	" " " 177	"	109.85
								Mar	31	546½	" " " 187	"	327.74
								Apr	30	653½	" " " 198	"	373.77
									"	5¾	" " .646 "	"	371
								May	31	431	" " " 212	"	159.53
								June	30	502¾	" " " 223	"	349.22
								July	31	63	" " " 232	"	409.70
								Aug	31	701	" " " 12	"	1108.55
								Sept	30	365	" " " 20	"	1453.55
								Oct	31	130	" " " 35	"	1323.55
								Nov	30	120	" " " 45	"	1203.55
								Dec	30	442¾	" " " 62	"	761.72
								Jan	31	160	" " " 73	"	601.72
								Feb	29	120	" " " 82	"	481.72
								Mar	30	166½	" " " 92	"	315.22
								Apr	30	53¾	" " " 103	"	261.47
		127164½					770274			127164½			770274

Cement in Warehouse, a/c Bradley

1910								1910							
Jan.	1	Bal. #1	"	1018	60½	2	7 4 6	30	Jan.	31	1018 bbls. @	60½	50		6 1 2 8
	31	7118		3550	58	60½	4 5 9	9		"	3550 "	" 60½	"		2 1 3 3 5 5
Feb.	28	99948 @		.60½	60		5 9 9 6	8		"	1612 "	" .60½	"		9 7 6 7
Mar.	31	1598	"	.66½	67		7 8 8 6	6	Feb.	28	1600 "	" "	60		9 6 0 0
Apr.	30	8520	"	.66½	81		5 6 9 2	2	Mar.	31	1548 "	" "	67		7 9 1 9 0
May	31	7948	"	.67½	91		7 1 7 8	8		"	1587 "	" .66½	"		1 0 5 4 7 5
June	30	2010	"	.58½	98		1 9 7 0	3	Apr.	30	2548 "	" "	81		1 7 0 4 6 1
July	31	1988	"	"	104		2 0 6 7	6		"	1077 "	" .66½	"		7 1 7 6 5
									May	31	7498 "	" "	91		6 8 3 6 8
										"	1587 "	" .67½	"		1 0 7 1 4 6
									June	30	608 "	" "	98		5 9 5 8
										"	1532 "	" .58½	"		1 0 2 4 1 6
									July	31	1980 "	" "	104		1 0 5 9 3 7 7
									Aug.	31	938 "	" "	106		1 0 1 7 5 5
						1 3 5 7 1 1 9									1 3 5 7 1 1 9

Cement in Warehouse, Mason & Hangar Co.

1911															
Oct	31	1500		@ .56	34		8 4 0 0 0		Oct	31	500	@ .56	35		2 8 0 0 0
Dec	30	750		" .568	62		4 2 6 0 0		Jan. 1912	30	1000	" "	48		5 6 0 0 0
Feb	29	1250		" "	82		7 1 0 0 0		Jan.	31	750	" "	73		4 2 6 0 0
July	31	500		" .585	139		6 9 7 5 0		Feb.	29	1250	" "	82		7 1 0 0 0
									Aug	31	500	" .585	150		6 9 7 5 0
		4000					2 2 6 8 5 0				4000				2 2 6 8 5 0

Cement in Warehouse, Kennedy Square

1910 Jan.	1	Bal. #	1½	1.89	57½		87	1911 Oct.	31	1½	@578	35	87
			1½				87			1½			87

Cement in Warehouse, Tampa, Fla.

1910 Oct.	31	500	.576	.185		288.00	Nov.	30	80	.576	144		46.08
1911 Jan.	31	500	.699	.170		349.50	Dec.	31	240	"	153		145.04
Mar.	31	1000	.655	.187		655.00	1911 Jan.	31	189	"	.169		192.38
Apr.	30	500	.646	.198		323.00	Feb.	28	100	.699	177		69.90
May	31	500	.626	.211		313.00	Mar.	31	400	"	187		279.60
July	31	1100	.614	.731		675.40	"	"	183	.655	"		119.87
Aug.	31	600	.59	.12		354.00	Apr.	30	286	"	198		252.83
							May	31	250	"	212		175.10
							June	30	105	"	225		110.87
							July	31	246	"	232		161.13
								"	500	.646	"		323.00
								"	500	.626	"		313.00
								"	479½	.614	"		294.11
							Aug.	31	600	"	.12		36.00
							Sept.	30	20½	"	.20		4.09
								"	600	.59	"		354.00
		4700				2967.90			4700				2967.70

Cement and Warehouse, Pensacola.

1910							1910							
Jan.	1	Bal.	40 304	188.	23 346	69	Jan.	31	1002 3/4	@ .58	52		579	59
Aug.	31	5838	.578	116.	3 468	08	Feb.	28	1150	" "	"	60	664	78
							Mar.	31	1012 1/2	" "	"	67	584	12
							Apr.	30	750	" "	"	81	444	60
							May	31	400	" "	"	91	231	20
							June	30	1185 1/4	" "	"	98	656	18
							July	30	1287 1/2	" "	"	152	744	18
							Aug.	31	1304	" "	"	136	785	36
							Nov.	30	1814 1/2	" "	"	144	1049	84
							Dec.	31	1055	" "	"	153	609	79
							Jan. 1911	31	1150	" "	"	169	664	70
							Feb.	28	387	" "	"	177	223	48
			10039 1/4		5802	69			10039 1/4				5802	69

George T. Rendle Storage.

1912							1912							
Aug.	31	5400	@	.589	1149		Sept.	30	5885 1/4	@	589	173	3467	17
Sept.	30	340	@	.589	161		Oct.	31	3412 1/2	"	"	"	2009	96
		5740					Nov.	30	238 3/4	"	.588	152	140	38
								"	1398 3/4	"	.589	183	823	87
								"	101 1/4	"	.588	"	59	54
					3380	52			5740				3380	52

Cement in Warehouse, Wilmington

1910																		
Jan.	1	Bal.			56¢	189.			31	8	6	0	1910 Jan.	31	177 bbl. @ .50 =	43		99	47
Feb.	28	33949 @			60¢	60.			33	4	9	8	Feb.	28	185 " " "	60.		111	28
Mar.	31	6169 "			.67	67.			37	6	6	3	Mar.	31	219 " " "	67.		146	73
Apr.	30	6789 "			.79	116.			43	9	4	9	Apr.	30	66 " " "	81.		87	09
Dec.	31	7500 "			.65	153.			44	9	7	5	"		642 " " .60 "			385	19
									55	8	4	7	May	31	855 " " "	91.		778	71
													June	30	907 " " "	98.		889	60
													July	31	664 " " "	107.		710	48
													Aug.	31	889½ " " "	115.		1023	88
													Sept.	30	910 " " "	125.		1137	50
													"		784½ " " .669 "			524	93
													Oct.	31	975½ " " "	136.		1327	04
													"		466½ " " .579 "			269	64
													Nov.	30	674 " " "	144.		971	56
													Dec.	31	84 " " "	153.		128	55
													Jan.	31	196 " " "	169.		331	27
													Feb.	28	10 " " "	177.		17	70
													Mar.	31	55 " " "	187.		103	19
													Apr.	30	175 " " "	198.		347	02
													May	31	1792 " " "	212.		3798	75
													"		5204 " " .651 "			3386	65
													June	30	5892 " " "	223.		13141	56
													July	31	114 " " "	232.		26	48
													Aug.	31	515 " " "	12.		6180	00
													Sept.	31	535 " " "	35.		18725	00
													Oct.	30	5 " " "	48.		240	00
													Nov.	31	149 " " "	73.		10877	00
													Dec.	31	139 " " "	197.		27383	00
		9067													9067			558527	
																		558527	

Fertilizer Bags

1912																		
Aug.	31	231742 @ .08			193	19	50	36	1912 Aug.	31	155575		193	19	49	37
Sept.	30	99334 @ .10			353	9	93	34	Sept.	30	26590 @ .10		8	2	65	90
Oct.	31	99447 @ .10			353	9	94	47	Oct.	31	16314 @ .10		10	1	63	14
Nov.	30	70185 @ .7½			353	5	26	39	Nov.	30	8560 @ .10		11	0	85	60
Dec.	31	196088 @ .7½			353	14	70	66	Dec.	31	5360 @ .10		12	0	53	60
		446426 @ .7½			353	33	48	20			211635			21	16	35
		28888 @ .7½			353	2	16	66			111635			11	16	35
		1130376 @ .10			361	113	037	60			Bags St. Louis		200	3	48	721
		322354				27	89	398			322354			27	89	398

Unclaimed Wages

1910						1910					
July	9	c - 36795	1.00		12	July	1	Ledg #1	192		44 39.1
"		E.J. Bixler	189		12	July	29	Coach	94		5 5.23
					2						9 9.23
Dec	31	Ledger #3	267	9 98.37		July	9	c - 36795 w.o.E.S.B.	2.44		1 2.46
				10 00.87							10 00.87

Thomas A. Edison (Cement Tracks & Motor)

1910						1910					
Jan	3	Bro Dog	7	1	5	Jan	4	Bro Dog	94	5	
	4				5		5			5	
	7				5		10			5	
	10				5		10		96	5	
	15				5					5	
	16				5		15		97	5	
	21				5					5	
	23				5		19			5	
	25				5		22		99	5	
			9		5		24		100	5	
	27				5		26			5	
Feb	2		11		5	Feb	3		102	5	
	4				5		5			5	
	5				5		7		103	5	
	10				5		10			5	
	12				5		15		104	5	
	14				5		17			5	
					5		19		105	5	
	21				5		22		106	5	
	22				5		24			5	
	24				5		26			5	
	25				5					5	
	28				5		28		107	5	
				13	5					13	5
Mar	1		13		5	Mar	1		108	5	
	2				5		2			5	
	3				5		3			5	
	4				5		4			5	
	7				5		8		109	5	
	8				5					5	
	9				5		9			5	
	11				5		10			5	
	14		14		5		14		110	5	
	15				5		16		111	5	
	21				5		17			5	
					5		22		112	5	
	24				5		23		113	5	
Apr	1		16		5		30		120	5	
	2				5	Apr	4		124	5	
	4				5					5	
	6				5		7		126	5	
	11				5		12		127	5	
	13				5		13			5	
	15				5		15		129	5	
	18		17		5		19		130	5	
	19				5		21		131	5	
	20				5		22			5	
	25				5		26		132	5	
	27				5			Amount		7	
				270	1					270	1

Thomas A. Edison (Menlo Park Office)

1910				1910			
Apr	29	By Balance	1,000.00	Apr	29	To Cash	134.00
May	2	" Bell Day	22.00	May	2	" "	115.00
	3	" "	5.00		4	" "	116.00
	4	" "	5.00		5	" "	5.00
	7	" "	5.00		6	" "	117.00
	9	" "	5.00		10	" "	118.00
	10	" "	5.00		11	" "	119.00
	16	" "	5.00		17	" "	120.00
	17	" "	5.00		18	" "	5.00
	18	" "	5.00		19	" "	121.00
	21	" "	5.00		21	" "	122.00
	23	" "	23.00		24	" "	123.00
	25	" "	5.00		26	" "	124.00
	27	" "	5.00		28	" "	5.00
	28	" "	5.00		29	" "	125.00
June	2	" "	26.00	June	6	" "	126.00
	3	" "	5.00		9	" "	127.00
	4	" "	5.00		13	" "	128.00
	9	" "	5.00		14	" "	129.00
	11	" "	5.00		15	" "	130.00
	16	" "	5.00		21	" "	131.00
	17	" "	5.00		22	" "	132.00
	20	" "	5.00		23	" "	133.00
	22	" "	5.00		27	" "	134.00
	24	" "	5.00		28	" "	5.00
	25	" "	5.00		29	" "	5.00
	27	" "	5.00		30	" "	135.00
July	1	" "	27.00	July	15	Bills Pay.	104.00
	2	" "	5.00		2	To Cash	136.00
	6	" "	5.00		6	" "	137.00
	7	" "	1,000.00		8	" "	138.00
	8	" "	5.00		9	" "	139.00
	9	" "	5.00		13	" "	140.00
	11	" "	5.00		16	" "	141.00
	14	" "	5.00		17	" "	5.00
	15	" "	5.00		18	" "	142.00
	21	" "	5.00		22	" "	143.00
	22	" "	5.00		23	" "	5.00
	23	" "	5.00		24	" "	144.00
	24	" "	5.00		25	" "	5.00
Aug	1	" "	22.00	Aug	4	" "	145.00
	2	" "	5.00		5	" "	146.00
	4	" "	5.00		10	" "	5.00
	6	" "	5.00		12	" "	147.00
	11	" "	5.00		15	" "	148.00
	13	" "	5.00		16	" "	149.00
	15	" "	5.00		19	" "	150.00
	18	" "	5.00		20	" "	5.00
	19	" "	51.00		22	" "	151.00
			2,000.00				2,000.00

Thomas A. Edison (Menlo Park Office)

1910				1910			
Aug	19	By Bell Day	33.00	Aug	25	To Cash	115.00
	20	" "	5.00		26	" "	116.00
	25	" "	5.00		27	" "	117.00
	26	" "	5.00		28	" "	177.00
	29	" "	5.00		30	" Bell Repairs	1.14
Sept	1	" "	35.00	Sept	2	" Cash	119.00
	2	" "	5.00		3	" "	5.00
	3	" "	5.00		6	" "	120.00
	5	" "	5.00		7	" "	121.00
	7	" "	5.00		9	" "	122.00
	9	" "	5.00		12	" "	123.00
	12	" "	5.00		13	" "	124.00
	15	" "	5.00		16	" "	125.00
	16	" "	5.00		17	" "	126.00
	19	" "	86.00		20	" "	127.00
	20	" "	5.00		22	" "	128.00
	23	" "	5.00		27	" "	129.00
	26	" "	5.00		28	" Bell Day	12.00
	27	" "	5.00		29	" Cash	130.00
	28	" "	5.00	Oct	3	" "	131.00
Oct	3	" "	35.00		4	" "	132.00
	4	" "	5.00		6	" "	5.00
	5	" "	5.00		7	" "	5.00
	9	" "	5.00		14	" "	133.00
	12	" "	5.00		15	" "	134.00
	17	" "	5.00		19	" "	135.00
	19	" "	5.00		20	" "	5.00
	20	" "	5.00		21	" "	136.00
	22	" "	5.00		26	" "	137.00
	24	" "	5.00		27	" "	138.00
	25	" "	5.00		28	" Bell Day	132.00
	27	" "	5.00		31	" Cash	139.00
Nov	1	" "	41.00	Nov	2	" "	140.00
	2	" "	5.00		4	" "	5.00
	6	" "	5.00		5	" "	141.00
	7	" "	5.00		10	" "	142.00
	8	" "	5.00		14	" "	143.00
	11	" "	5.00		18	" "	144.00
	14	" "	5.00		19	" "	145.00
	15	" "	5.00		20	" "	146.00
	21	" "	5.00		21	" "	5.00
	22	" "	5.00		22	" "	5.00
	24	" "	5.00	Dec	2	" "	147.00
Dec	1	" "	45.00		3	" "	5.00
	2	" "	5.00		6	" "	148.00
	3	" "	5.00		8	" "	5.00
	6	" "	5.00		13	" "	149.00
	10	" "	5.00				2,000.00
			2,000.00				

Thomas A. Edison (Commercial Office)

1910 Dec	13	To Cash Day		45.		50	00	00	1910 Dec	17	To Cash B			19.		50	00	00
	15	"	"	"	"					20	"	"	"	20.		50	00	00
	15	"	"	"	"	100	00	00		19	"	"	"	"		50	00	00
	17	"	"	"	"					21	"	"	"	21.		50	00	00
	20	"	"	"	44.	50	00	00		"	"	"	"	"		50	00	00
	24	"	"	"	"	100	00	00		24	"	"	"	23.		100	00	00
	"	"	"	"	"	50	00	00		30	"	"	"	"		50	00	00
1911 Jan.	2	"	"	"	45.	50	00	00	1911 Jan.	4	"	"	"	45.		50	00	00
	2	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	3	"	"	"	"	50	00	00		5	"	"	"	"		50	00	00
	5	"	"	"	"	50	00	00		9	"	"	"	46.		50	00	00
	7	"	"	"	"	50	00	00		10	"	"	"	27.		50	00	00
	9	"	"	"	"	50	00	00		11	"	"	"	"		50	00	00
	9	"	"	"	"	100	00	00		12	"	"	"	"		50	00	00
	16	"	"	"	"	100	00	00		17	"	"	"	29.		50	00	00
	16	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	19	"	"	"	"	50	00	00		20	"	"	"	31.		50	00	00
	21	"	"	"	"	50	00	00		24	"	"	"	32.		50	00	00
	23	"	"	"	"	50	00	00		26	"	"	"	"		50	00	00
	27	"	"	"	"	50	00	00		28	"	"	"	33.		50	00	00
	28	"	"	"	"	50	00	00		31	"	"	"	34.		50	00	00
Feb.	21	"	Cash	"	46.	50	00	00	Feb.	1	"	"	"	35.		50	00	00
	2	"	"	"	48.	50	00	00		3	"	"	"	"		50	00	00
	3	"	"	"	"	50	00	00		7	"	"	"	36.		50	00	00
	6	"	"	"	"	50	00	00		8	"	"	"	37.		50	00	00
	9	"	"	"	"	50	00	00		15	"	"	"	39.		50	00	00
	13	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	16	"	"	"	"	50	00	00		20	"	"	"	40.		50	00	00
	17	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	20	"	"	"	"	50	00	00		21	"	"	"	"		50	00	00
	22	"	"	"	"	50	00	00		27	"	"	"	42.		50	00	00
	24	"	"	"	"	50	00	00	Mar.	2	"	"	"	44.		50	00	00
	27	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	28	"	Cash	"	50.	50	00	00		"	"	"	"	"		50	00	00
Mar.	1	"	"	"	52.	50	00	00		8	"	"	"	"		50	00	00
	2	"	"	"	"	50	00	00		6	"	"	"	45.		50	00	00
	6	"	Sundry Notes		"	100	00	00		8	"	"	"	46.		100	00	00
	6	"	"	"	"	50	00	00		9	"	"	"	"		50	00	00
	7	"	"	"	"	100	00	00		14	"	"	"	50.		50	00	00
	8	"	"	"	"	50	00	00		16	"	"	"	"		50	00	00
	11	"	"	"	"	50	00	00		"	"	"	"	51.		50	00	00
	14	"	"	"	"	50	00	00		17	"	"	"	"		50	00	00
	16	"	"	"	"	50	00	00		22	"	"	"	52.		50	00	00
	21	"	"	"	"	50	00	00		23	"	"	"	"		50	00	00
	"	"	"	"	"	50	00	00		29	"	"	"	55.		50	00	00
	24	"	"	"	"	50	00	00										
						2400	00	00								2400	00	00

Thomas A. Edison (Current Notes)

1911 Apr.	1	Bills Payable		55.		50	00	00	1911 Apr.	4	Cash & Disc'd			58.		50	00	00
	3	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	4	"	"	"	"	50	00	00		6	"	"	"	59.		50	00	00
	6	"	"	"	"	50	00	00		13	"	"	"	62.		50	00	00
	11	"	"	"	"	50	00	00		18	"	"	"	64.		50	00	00
	13	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	15	"	"	"	"	50	00	00		19	"	"	"	"		100	00	00
	18	"	"	"	"	100	00	00		"	"	"	"	"		50	00	00
	19	"	"	"	"	50	00	00		21	"	"	"	65.		50	00	00
	20	"	"	"	"	50	00	00		26	"	"	"	67.		100	00	00
	25	"	"	"	"	100	00	00		27	"	"	"	"		50	00	00
	25	"	"	"	"	50	00	00		28	"	"	"	68.		50	00	00
May	2	"	"	"	59.	50	00	00	May	3	"	"	"	70.		50	00	00
	2	"	"	"	"	50	00	00		4	"	"	"	"		50	00	00
	3	"	"	"	"	50	00	00		8	"	"	"	72.		50	00	00
	5	"	"	"	"	50	00	00		9	"	"	"	"		50	00	00
	7	"	"	"	"	50	00	00		10	"	"	"	73.		50	00	00
	9	"	"	"	"	50	00	00		12	"	"	"	74.		50	00	00
	9	"	"	"	"	50	00	00		17	"	"	"	76.		50	00	00
	16	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	16	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	17	"	"	"	"	50	00	00		20	"	"	"	77.		50	00	00
	21	"	"	"	"	50	00	00		24	"	"	"	79.		50	00	00
	23	"	"	"	"	50	00	00		26	"	"	"	80.		50	00	00
	27	"	"	"	"	50	00	00		30	"	"	"	81.		100	00	00
	28	"	"	"	"	100	00	00	June	2	"	"	"	84.		50	00	00
June	2	"	"	"	1	50	00	00		3	"	"	"	"		50	00	00
	3	"	"	"	"	50	00	00		7	"	"	"	86.		50	00	00
	6	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	9	"	"	"	"	50	00	00		13	"	"	"	88.		50	00	00
	13	"	"	"	"	50	00	00		14	"	"	"	90.		50	00	00
	16	"	"	"	"	50	00	00		30	"	"	"	93.		50	00	00
	17	"	"	"	"	50	00	00		"	"	"	"	"		50	00	00
	20	"	"	"	"	50	00	00		21	"	"	"	94.		50	00	00
	22	"	"	"	"	50	00	00		27	"	"	"	96.		50	00	00
	24	"	"	"	"	50	00	00		29	"	"	"	97.		100	00	00
	28	"	"	"	"	100	00	00	July	1	"	"	"	99.		50	00	00
July	1	"	"	"	3	50	00	00		5	"	"	"	100.		50	00	00
	3	"	"	"	"	50	00	00		6	"	"	"	101.		50	00	00
	6	"	"	"	"	50	00	00		10	"	"	"	102.		100	00	00
	7	"	"	"	"	100	00	00		17	"	"	"	103.		50	00	00
	8	"	"	"	"	50	00	00		18	"	"	"	"		50	00	00
	11	"	"	"	"	50	00	00		24	"	"	"	104.		50	00	00
	14	"	"	"	"	50	00	00		17	"	"	"	105.		50	00	00
	15	"	"	"	"	50	00	00		18	"	"	"	107.		50	00	00
	21	"	"	"	"	50	00	00		27	"	"	"	110.		50	00	00
	21	"	"	"	"	50	00	00		28	"	"	"	"		50	00	00
	24	"	"	"	1	50	00	00	Aug.	2	"	"	"	1		50	00	00
						7500	00	00								4500	00	00

Thos. A. Edison Sales Notes.

1911						1911					
Aug.	1	Bicycle Pay	"	4	500000	Aug.	7	G & D	"	1	500000
	4	"	"	"	500000		8	" "	"	6	500000
	6	"	"	"	500000		9	" "	"	7	500000
	7	"	"	"	500000		10	" "	"	"	500000
	11	"	"	"	500000		14	" "	"	8	500000
	14	"	"	"	500000		16	" "	"	9	500000
	15	"	"	"	500000		"	" "	"	"	500000
	18	"	"	"	1000000		19	" "	"	11	1000000
	19	"	"	"	500000		22	" "	"	12	500000
	21	"	"	"	500000		"	" "	"	"	500000
	25	"	"	"	1000000		26	" "	"	14	500000
	25	"	"	"	500000		26	" "	"	"	1000000
	31	"	"	"	500000		30	" "	"	16	500000
Sept.	2	"	"	6	500000	Sept.	6	" "	"	17	500000
	"	"	"	6	500000		"	" "	"	"	500000
	4	"	"	"	500000		"	" "	"	"	500000
	5	"	"	"	500000		7	" "	"	20	500000
	7	"	"	"	500000		8	" "	"	"	500000
	9	"	"	"	500000		12	" "	"	22	500000
	"	"	"	6	500000		15	" "	"	26	500000
	16	"	"	"	500000		20	" "	"	28	500000
	16	"	"	"	500000		17	" "	"	27	500000
	17	"	"	"	500000		"	" "	"	"	500000
	21	"	"	"	500000		22	" "	"	29	500000
	23	"	"	"	500000		29	" "	"	31	500000
	27	"	"	"	500000		29	" "	"	"	500000
	28	"	"	"	1500000		29	" "	"	32	1500000
Oct.	2	"	"	9	500000	Oct.	4	" "	"	33	500000
	3	"	"	"	500000		5	" "	"	34	500000
	6	"	"	"	500000		7	" "	"	35	500000
	9	"	"	"	500000		11	" "	"	37	500000
	13	"	"	"	500000		17	" "	"	39	500000
	16	"	"	"	500000		"	" "	"	"	500000
	17	"	"	"	500000		18	" "	"	40	500000
	20	"	"	"	500000		21	" "	"	41	500000
	23	"	"	"	500000		26	" "	"	43	500000
	24	"	"	"	500000		31	" "	"	45	500000
	29	"	"	"	500000		"	" "	"	"	500000
Nov.	1	"	"	10	500000	Nov.	4	" "	"	46	500000
	2	"	"	"	500000		8	" "	"	"	500000
	6	"	"	"	500000		9	" "	"	49	1000000
	"	"	"	"	500000		"	" "	"	"	500000
	7	"	"	"	1000000		"	" "	"	"	500000
	8	"	"	"	500000		"	" "	"	"	500000
	11	"	"	"	500000		15	" "	"	51	500000
	14	"	"	"	500000		16	" "	"	52	500000
	15	"	"	"	500000		"	" "	"	"	500000
	21	"	"	"	500000		22	" "	"	55	500000
					2500000						2500000

Thos. A. Edisons Sales Notes.

1911						1911					
Nov.	21	Bicycle Pay	"	10	500000	Nov.	24	G & D	"	55	500000
	24	"	"	"	500000	Dec.	1	" "	"	58	500000
Dec.	1	"	"	12	500000		2	" "	"	"	500000
	2	"	"	"	500000		5	" "	"	59	500000
	4	"	"	"	500000		"	" "	"	"	500000
	6	"	"	"	500000		7	" "	"	61	500000
	11	"	"	"	500000		12	" "	"	62	500000
	13	"	"	"	500000		16	" "	"	64	500000
	15	"	"	"	500000		"	" "	"	"	500000
	18	"	"	"	1000000		19	" "	"	66	1000000
	19	"	"	"	500000		21	" "	"	68	500000
	20	"	"	"	500000		"	" "	"	"	500000
	20	"	"	"	500000		26	" "	"	69	500000
	23	"	"	"	1000000		27	" "	"	"	1000000
	23	"	"	"	500000	1912 Jan.	3	" "	"	73	500000
1912 Jan.	2	"	"	14	500000		4	" "	"	"	500000
	2	"	"	"	500000		"	" "	"	74	500000
	3	"	"	"	500000		8	" "	"	"	500000
	5	"	"	"	500000		"	" "	"	"	500000
	8	"	"	"	500000		9	" "	"	75	500000
	9	"	"	"	500000		11	" "	"	76	500000
	9	"	"	"	500000		12	" "	"	77	500000
	16	"	"	"	500000		17	" "	"	78	500000
	16	"	"	"	500000		"	" "	"	"	500000
	19	"	"	"	500000		20	" "	"	79	500000
	22	"	"	"	500000		23	" "	"	"	500000
	23	"	"	"	500000		24	" "	"	81	500000
	29	"	"	"	500000		30	" "	"	82	500000
	29	"	"	"	1500000		31	" "	"	85	1500000
Feb.	2	"	"	15	500000	Feb.	3	" "	"	86	500000
	3	"	"	"	500000		7	" "	"	87	500000
	6	"	"	"	500000		12	" "	"	88	500000
	9	"	"	"	500000		14	" "	"	"	500000
	13	"	"	"	500000		"	" "	"	"	500000
	16	"	"	"	500000		16	" "	"	91	500000
	17	"	"	"	500000		20	" "	"	93	500000
	20	"	"	"	500000		21	" "	"	"	500000
	22	"	"	"	500000		27	" "	"	94	500000
	24	"	"	"	500000		28	" "	"	"	500000
	28	"	"	"	500000		29	" "	"	"	500000
Mar.	1	"	"	16	500000	Mar.	2	" "	"	96	500000
	2	"	"	"	500000		8	" "	"	"	500000
	6	"	"	"	500000		8	" "	"	98	1000000
	7	"	"	"	1000000		9	" "	"	99	500000
	8	"	"	"	500000		12	" "	"	"	500000
	11	"	"	"	500000		16	" "	"	102	500000
	14	"	"	"	500000		18	" "	"	"	500000
	15	"	"	"	500000		20	" "	"	103	500000
					2500000						7500000

Thomas A. Edison & Bales Notes

1912						1912					
March	21	Bills Pay	16	50000		May	27	C. & D.	104	50000	
	"	"	"	50000			28	"	"	50000	
	25	"	"	50000			30	"	"	106	50000
Apr.	1	"	17	50000		Apr.	2	"	"	108	50000
	2	"	"	50000			3	"	"	"	50000
	4	"	"	50000			5	"	"	109	50000
	6	"	"	50000			9	"	"	111	50000
	11	"	"	50000			12	"	"	112	50000
	13	"	"	50000			16	"	"	113	50000
	15	"	"	50000			18	"	"	114	50000
	18	"	"	100000			19	"	"	"	100000
	19	"	"	50000			20	"	"	115	50000
	20	"	"	50000			23	"	"	116	50000
	"	"	"	50000			25	"	"	117	50000
	25	"	"	100000			26	"	"	118	100000
	26	"	"	50000			29	"	"	119	50000
May	1	"	19	50000		May	3	"	"	122	50000
	2	"	"	50000			"	"	"	"	50000
	3	"	"	50000			"	"	"	"	50000
	6	"	"	50000			7	"	"	123	50000
	7	"	"	50000			8	"	"	124	50000
	8	"	"	50000			10	"	"	126	50000
	9	"	"	50000			13	"	"	127	50000
	15	"	"	50000			16	"	"	128	50000
	16	"	"	50000			17	"	"	129	50000
	20	"	"	50000			21	"	"	130	50000
	21	"	"	50000			23	"	"	132	50000
	23	"	"	50000			25	"	"	133	50000
	27	"	"	50000			28	"	"	134	50000
	28	"	"	50000							
June	3	"	21	50000		June	1	"	"	1	50000
	"	"	"	50000			4	"	"	"	50000
	6	"	"	50000			5	"	"	2	50000
	10	"	"	50000			7	"	"	3	50000
	13	"	"	50000			11	"	"	5	50000
	17	"	"	50000			14	"	"	7	50000
	"	"	"	50000			18	"	"	9	50000
	20	"	"	50000			19	"	"	"	50000
	22	"	"	50000			21	"	"	10	50000
	24	"	"	50000			26	"	"	12	50000
	29	"	"	50000			29	"	"	13	50000
July	1	"	22	50000		July	1	"	"	14	50000
	2	"	"	50000			2	"	"	"	50000
	6	"	"	50000			"	"	"	"	50000
	9	"	"	50000			9	"	"	18	50000
	"	"	"	100000			"	"	"	"	50000
	11	"	"	50000			13	"	"	20	100000
	15	"	"	50000			16	"	"	22	50000
										70	50000
			25	2000000						25	2500000

Thos. A. Edison & Bales Notes

1912						1912					
July	15	Bills Pay	22	50000		July	19	C. & D.	24	50000	
	20	"	"	50000			22	"	"	26	50000
	22	"	"	50000			23	"	"	"	50000
	24	"	"	50000			24	"	"	27	50000
	19	"	"	50000			29	"	"	29	50000
Aug.	1	"	23	50000		Aug.	2	"	"	32	50000
	2	"	"	50000			3	"	"	33	50000
	5	"	"	50000			7	"	"	35	50000
	6	"	"	50000			8	"	"	"	50000
	12	"	"	50000			13	"	"	40	50000
	13	"	"	50000			16	"	"	42	50000
	15	"	"	50000			"	"	"	"	50000
	19	"	"	100000			20	"	"	43	100000
	19	"	"	50000			21	"	"	44	50000
	20	"	"	50000			"	"	"	"	50000
	21	"	"	50000			22	"	"	45	50000
	26	"	"	50000			"	"	"	"	50000
	26	"	"	50000			27	"	"	47	100000
	15	"	"	50000			29	"	"	47	50000
Sept.	10	"	25	50000		Sept.	4	"	"	50	50000
	20	"	"	50000			"	"	"	51	50000
	2	"	"	50000			"	"	"	"	50000
	2	"	"	50000			6	"	"	52	50000
	3	"	"	50000			10	"	"	54	50000
	5	"	"	50000			11	"	"	55	50000
	7	"	"	50000			"	"	"	"	50000
	9	"	"	50000			17	"	"	58	50000
	9	"	"	50000			20	"	"	60	50000
	16	"	"	50000			25	"	"	63	50000
	16	"	"	50000			"	"	"	"	50000
	17	"	"	50000			28	"	"	64	50000
	21	"	"	50000			"	"	"	"	50000
	23	"	"	50000			"	"	"	"	50000
	27	"	"	50000			30	"	"	65	50000
	28	"	"	50000		Oct.	1	"	"	66	50000
Oct.	2	"	27	50000			3	"	"	67	50000
	3	"	"	50000			5	"	"	69	50000
	7	"	"	50000			9	"	"	70	50000
	9	"	"	50000			10	"	"	71	50000
	14	"	"	50000			15	"	"	73	50000
	16	"	"	50000			18	"	"	78	50000
	17	"	"	50000			"	"	"	"	50000
	21	"	"	50000			27	Int.		27	10000
	22	"	"	50000			28	C. & D.	"	81	50000
	24	"	"	50000			"	Bales Book	"	27	50000
	29	"	"	50000			26	C. & D.	"	83	50000
	19	C. 38226	79	10000			29	"	"	84	50000
	20	" 38302	82	50000			"	Int. & Dis.		169	250
				7400	10250						7400 10250

Thos. A. Edison & Bales Rotar.

1915						1915					
Nov.	1	Bills Pay.	29.		500000	Nov.	2	G. T. D.		86	500000
	2	"	"	"	500000		5	"	"	87	500000
	6	"	"	"	500000		8	"	"	88	1000000
	7	"	"	"	1000000		"	"	"	"	500000
	9	"	"	"	500000		11	"	"	90	500000
	11	"	"	"	500000		13	"	"	93	500000
	14	"	"	"	500000		18	"	"	94	500000
	15	"	"	"	500000		19	"	"	96	500000
	20	"	"	"	500000		21	"	"	99	500000
	21	"	"	"	500000		26	"	"	101	500000
	25	"	"	"	500000		"	"	"	"	500000
Dec.	2	"	"	31	500000	Dec.	3	"	"	103	500000
	2	"	"	"	500000		"	"	"	"	500000
	4	"	"	"	500000		6	"	"	104	500000
	6	"	"	"	500000		10	"	"	106	500000
	11	"	"	"	500000		13	"	"	110	500000
	13	"	"	"	500000		17	"	"	112	500000
	16	"	"	"	500000		18	"	"	"	500000
	19	"	"	"	1000000		19	"	"	113	1000000
	19	"	"	"	500000		21	"	"	"	500000
	20	"	"	"	500000		28	"	"	114	500000
	21	"	"	"	500000		24	"	"	117	500000
	25	"	"	"	1000000		27	"	"	118	1000000
	26	"	"	"	500000		29	"	"	"	500000
					13500000						13500000

Pay Roll a/c

1910								1910					
July	7	By Bal	95	10	29	90	5	June	1	Bal. b/d	182	92	90	5
	22	" "	99	19	98	59	4		19	Bonus	97	19	7	0
July	7	" "	106	10	4	0	7		31	Journal	50	35	8	7
	23	" "	110	6	5	7	8	Feb	26	"	60	35	8	7
Mar	7	" "	115	10	6	5	7	Mar	31	"	67	36	8	7
	22	" "	118	19	7	4	6	Apr	30	"	81	45	8	7
Apr	6	" "	126	20	6	2	9	May	31	"	91	47	8	7
	20	" "	128	5	7	6	7	June	30	"	98	48	8	7
	21	" "	129	5	8	3	4	July	7	Bonus	103	48	8	7
May	6	" "	135	20	7	0	9		31	Wages (Boots) 8,097.51	108	44	8	7
	21	" "	140	12	7	2	8		"	26,678.40	116	85	8	7
June	7	" "	148	24	5	0	4	Sept	30	Bonus	125	44	8	7
	21	" "	157	20	1	0	5	Oct	31	" 28,037.51	135	44	8	7
	29	" "	160	5	7	5	6	Nov	30	" 21,814.91	144	44	8	7
July	5	" "	162	20	9	6	2	Dec	31	" 1911	155	54	8	7
	21	" "	165	4	7	7	7	Jan	31	"	169	40	8	7
Aug	6	" "	175	20	5	7	1	Feb	28	"	177	20	8	7
	24	" "	182	5	7	2	5	Mar	31	" 24,066.51	188	47	8	7
Sept	7	" "	189	20	6	7	5	Apr	30	" 18,660.00	197	63	8	7
	22	" "	197	5	5	2	6	May	31	" 25,407.72	211	50	8	7
Oct	7	" "	204	20	2	7	7							
	21	" "	210	4	5	5	5							
Nov	7	" "	5	20	0	2	9							
	19	" "	6	4	8	5	7							
Dec	2	" "	14	4	6	5	3							
	6	" "	16	1	7	6	1							
1911	21	" "	22	5	2	5	8							
Jan	9	" "	26	1	3	8	7							
	28	" "	32	5	8	6	8							
Feb	3	B 30824	35		2	5	8							
	"	C 30899	36	1	5	6	1							
Feb	20	" 31091	40		2	0	1							
	21	" 31106	"	5	1	5	8							
Mar	3	" 31195	44		1	7	2							
	6	" 31217	45	1	2	0	8							
	19	" 31534	51		3	2	0							
	21	" 31546	52	1	9	5	8							
	27	" 31746	56	6	8	9	9							
Apr	4	" 31743	58		3	5	4							
	5	" 31746	"	10	9	2	6							
	21	V 42720	195		8	1	8							
	22	C 31927	65	6	3	9	6							
May	5	" 32082	71	1	6	2	5							
	"	" 32084	"		2	4	2							
	19	" 32268	77	2	1	5	6							
	"	" 32269	"	6	9	8	9							
June	5	" 32962	85		8	2	2							
	6	" 32964	"	2	1	5	5							
				71	6	0	5					71	6	0

Pay Roll N/C

1911							1911					
June	19	C	37618	93.	32	4 14	June	30	Fund	23778.13	222.	4726.87
	20	"	37644	"	48	3 28	July	31	"	2669.95	252.	5009.59
July	8	"	37774	101.	20	2 31	July	31	"		11.	5256.29
	10	"	37799	"		4 99	Sept	30	"	20477.19	20.	5356.06
	15	"	37831	104.		1 68	Oct	31	"		35.	5444.87
	21	"	37898	107.		1 87	Nov	30	"	15215.44	49.	5459.11
	"	"	37899	"		6 34	Dec	30	"		62.	5465.46
Aug	3	"	38044	1.		2 69	Jan	31	"		73.	5468.15
	4	"	38100	2.	2	3 77	Feb	29	"		82.	5472.44
	18	"	38308	10.		2 75	Mar	30	"		92.	5475.46
	22	"	38316	11.	20	2 48	Apr	30	"		102.	5477.57
Sept.	5	"	38522	18.		2 07	May	31	"		115.	5479.53
	7	"	38556	20.	20	1 39	June	30	"		125.	5480.79
	16	"	3161	17.		1 98						
Oct.	5	"	38799	34.		1 79	100					
	"	"	38799	"		1 85	20	59				
	7	"	38820	35		1 68	00					
	26	"	34018	41.		1 84	73	35				
	"	"	34019	"		1 98	98	57				
Nov.	4	"	34144	47.		2 01	57	13				
	8	"	34160	49.	2	1 39	1	89				
	18	"	34289	52.		1 88	00	9				
	26	"	34392	54.		2 89	26	38				
Dec.	2	"	34861	58.		1 36	2	53				
	5	"	34862	59.		1 69	5	29	1			
	21	"	34758	67.	2	9	22	2	84			
Jan	5	"	34928	74.		4	46	21	13			
	19	"	35086	78.	2	4	98	9	3			
Feb.	6	"	35340	87.		4	49	8	66			
	26	"	35559	92.	2	7	88	8	65			
Mar	6	"	35671	99.		4	96	3	82			
	19	"	35872	103.		4	51	4	46			
	20	"	35973	"	2	7	69	4	70			
Apr.	4	"	36001	109.		1	31	9	58			
	5	"	36075	"	1	4	46	9	2	2		
	18	"	36093	114.		2	14	3	09			
	19	"	36097	"	2	3	78	8	3	9		
May	8	"	36172	122.		2	16	5	1	4		
	6	"	36216	128.	2	0	6	5	5	4		
	26	"	36354	129.		2	03	7	6	1		
	21	"	36372	130.	2	3	10	5	9	2		
June	4	"	36441	1.		2	36	3	2	9		
	6	"	36445	2.	2	2	14	7	3	1		
	21	"	36517	10.		2	32	3	6	3		
	"	"	36718	11.	2	0	9	4	8	9	2	
July	3	"	36784	15.		2	17	9	5	2		
	5	"	36794	16.		2	1	1	2	16		
					4	4	8	6	1	7	7	0

											222.	4726.87
											252.	5009.59
											11.	5256.29
											20.	5356.06
											35.	5444.87
											49.	5459.11
											62.	5465.46
											73.	5468.15
											82.	5472.44
											92.	5475.46
											102.	5477.57
											115.	5479.53
											125.	5480.79

Pay Roll Acct.

1911							1911					
July	18	C	37880	24.		2 09	85	July	31	Fund	139.	4702.08
	"	"	37914	26.	1	9 30	94		"	"	"	2764.55
Aug.	3	"	37974	32.		2 28	58		"	"	150.	5147.57
	6	"	37998	34.		2 30	56	Sept.	30	"	161.	5462.06
	16	"	37450	44.	2	4 49	32	Oct.	31	"	172.	5516.02
Sept.	4	"	37670	50.		2 88	24	Nov.	30	"	183.	5586.69
	5	"	37642	52.		2 38	6	Dec.	31	"	197.	5745.71
	18	"	37853	59.		2 73	3					
	21	"	37856	60.	2	4	2	3	4			
Oct.	4	"	37941	64.		2 45	8	3	1			
	18	"	38706	78.		2 44	2	0	2			
	21	"	38779	79.		2 3	6	2	8	8		
Nov.	5	"	38707	87.		2 6	0	8	1	0		
	19	"	38669	96.		2 1	3	0	8	6		
	21	"	38797	99.		2 2	0	4	8	7	2	
Dec.	5	"	38919	104.		2 5	2	0	9	1	1	
	19	"	39164	112.		2 4	8	6	0	3	4	
	31	Ledger # 2.		271.		2 2	6	2	6	8	3	
					2	9	5	1	0	6	0	4

											139.	4702.08
											"	2764.55
											150.	5147.57
											161.	5462.06
											172.	5516.02
											183.	5586.69
											197.	5745.71
											2951	0604

Cement Sales

1910				
Jany	4	To Sundry	45	45.66
	7	, East Clay G. Co.	·	6.00
	·	, C. F. Mannley	46	15.30
	8	, G. F. Balmer	,	6.00
	13	, East Clay Good Co.	47	40.44
	15	, Marshall [illegible]	48	5.29
	·	, Logan [illegible]	48	19.18
	·	, Good Bay	49	17.12
	21	, Sundry	,	32.23
	·	, ,	,	64.30
	28	, ,	51	94.95 356.87
Feby	5	, ,	55	9.59
	·	, East Clay Goods	·	57.00
	15	, Expy [illegible] Co	56	5.00
	17	, W. F. Vernon	,	29.32
	19	, J. P. Kane	57	63.00
	21	, East Clay G. Co	·	34.00
	25	, W. B. Dean	58	.46
	·	, East Clay G. Co	·	99.94
	28	Sund. Credits	321	668.92
Mar	9	Sundries	62	20.00
	"	Robt. S. Green	"	24.00
	"	Marshall Spencer	63	1.59
	21	J. T. Lewis	64	11.75
	5	Cash	114	26.00
	24	,	121	15.00
	31	Sund. Credits	321	85.58 775.46
Apr.	4	" Journal	71	65.60
	5	" "	"	.07
	12	" "	73	2.50
	15	" "	74	20.72
	21	" "	75	6.00
	"	" "	76	19.13
	25	M. E. Holland	76	1.70
	26	Mich. Tech. Lab.	77	7.00
	"	Sund. Journal	·	17.50
	30	,	80	13.50
	"	Sund. Credits	321	11.48 940.66
May	6	East. Clay Goods	84	90.20
	"	Sundries	,	22.75
	9	D L & W	"	6.00
	"	Sundries	85	18.54
	"	Schermerhorn C. Co.	"	50.00
	17	Sundries	86	13.00
	20	E. Meyer	"	75.00
	26	Sund.	87	40.62
	31	D. L. & W. [illegible]	88	23.20 1229.97
June	7	[illegible]	93	127.50
				1357.47

1910					
Jany	11	By Sundry		48	4.25
	31		117179	170	365.75
Feb.	28		54809 3/4	177	368.10
	"	72021	820	13	574.08
Mar.	11	C. B. Herron		63	14.63
	31		144827 3/4	197	947.48
	"	73198	24762 1/2	75	28.70
Apr.	30		150428 1/4		929.65
	"	73567	398120 1/2	58	79.35
May	21	Lyndale Co.		81	2.86
	27	Sundries		85	51.22
	31		160957	739	342.69
	"	73644	559140 3/4	63	98.09
					364201.07

General Sales

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Cement Sales

1911				
Jan	10	Cont forwarded		41984
	11	Cummins Hardware & Co	165	2587
	"	Ellsworth & Spencer	"	5000
	"	Loyal Cont Co	"	1329
	17	Scott Williams & Son	164	900
	18	McMillan & Millis	"	2025
	21	Loyal Cont Co	165	600
	24	Lundbreck	"	51326
	26	Forgetty & Dix & Co	166	1011
	31	Q J Anthony Hdw Co	"	250
Feb	6	D M Conley	171	16200
	21	Geo M Foster	174	5812
	"	Crandall Smith & Hardware	"	4500
	"	C. Meyer	"	75
	23	Spencer Hdw Co	"	200
	28	Crandall Smith & Co	175	
Mar	5	Geo M Barnes	179	10665
	"	M M Phillips & Co	"	2052
	"	Torgus & Gonzales	"	5000
	6	E J Jacobs Co	180	18195
	7	Forgetty & Dix & Morse	"	1011
	"	J P Watson	"	1125
	"	Meritt & Freeman	"	5780
	8	Lundbreck		2705
	11	E A Brown & Son	182	1567
	"	Loyal Cont Co	"	500
	20	Forgetty & Dix & Morse Co	183	1011
	21	Loyal Cont Co	"	2500
	28	Peck & Farrell	185	2300
	30	Lundbreck	"	2045
	"	Cambria Hdw Co	186	450
	31	Geo Bell Co	"	6000
	"	W W Dickson Son	"	1200
	"	Claim	"	15
	"	Lund #685 & #461	"	1737
	"	Crawford & Clay Coal Co	"	4578
Apr	6	M M Quirk & Co	190	500
	10	Hitchcock Bros & Lynch	"	2755
	"	Lundbreck	"	1260
	"	Lester Sullivan	191	75
	"	F J & K K	"	2100
	11	Western Empire & Co	"	2792
	"	Green & Hellmann & Co	192	8138
	15	F J & K K	193	1878
	17	Hitchcock Bros	"	3320
	"	D & K & Claim	"	9837
	"	Loyal Cont Co	194	500
	19	F J & K K	"	1300
				251169

1911				
Jan	11	Cow Mountain		165
	5	Coal		26
	31			61027
Feb	7	Conley Co		172
	10	Fort Phillips		"
	28	25436		167931
	"	Kirkes		48197
Mar	31	25637		119707
	"	Kirkes		56621
				251058

1911				
				35
				44206
				259
				120
				48879
				1025
				1741
				62285
				1941
				25455
				1111
				78450

Cement Sales

1911				
Apr	19	Conts forwarded		251569
	20	G M Bush	195	1410
	24	C. Meyer	2728	1950
	25	Marshall & Spencer Co	196	2722
	26	D & K Mullins & Smyth Co	"	1611
	29	Crawford & Clay Co	197	4700
	30	Marshall & Spencer	339	165
May	4	D & K claim 4118	201	2962
	5	Marshall & Spencer	202	200
	10	Lester Sullivan	203	239
	12	Loyal Cont Co	"	1850
	"	Lundbreck	"	17370
	16	John P Kane	204	1215
	17	Smith Garrett & Blair	205	3900
	18	Passenger Steamship Co	"	333
	"	Claim #459	206	4238
	"	Eastern Clay Coal Co	"	1292
	"	M Lee	"	250
	22	J P Watson	"	9469
	23	E G Shulman 6411	207	660
	"	Conrad Seeds 2323	"	22920
	"	Lundbreck 741 & 742	208	210
	24	G M Nunn & Co 2377	"	500
	"	Whitney Steel Co	209	9360
	"	Harper Valve Co 755	"	200
	29	Loyal Cont Co 0748	"	6050
	30	Scott & Hunt 2941	210	1500
	"	Chicago & Co 672	211	114
June	9	Lundbreck 672 & 851	214	901
	"	Jno Gallagher 2949	"	1759
	"	D & K Claim 2551	215	997
	15	Lund #796 & 798	216	698
	"	Claim of #774 & 557	217	1148
	19	G M Nunn & Co 2899	218	1100
	"	Crandall Smith 2901	"	2901
	28	adjust Cr 2892	219	1574
	"	Loyal Cont Co 2911	"	834
	"	G Nunn 2920	220	570
	30	Jno O Kane & Co 2922	221	5462
July	6	Lesley Sullivan 2928	225	219
	8	G M Nunn & Co 155	"	2448
	15	Loyal Cont Co 2952	226	1000
	"	Ithaca Cont Co 2955	"	1505
	"	Carey & Kelly 2956	"	675
	"	L D Nicholas 2958	"	3500
	"	T B Snyder 6647	227	5580
	19	Finley & Bragg 2975	228	850
	"	Potter & Co 2978	229	60
				251069

1911				
				78450
				16945
				6224
				210
				23793
				687
				1448
				9520
				194
				28374
				636
				12984
				1241
				1255
				8505
				188838

Cement Sales

| 1911 | | |

Cement Sales

1911 Dec.	27				753274	1911 Dec.	27			1499966½		1099657.68					
	28	Potts Co. Phila. Co.	3458	58		7	29.52		30			60.				261.	
	30	P & L.	1553.273	65	1176748.79				"		5326262.96			3460104.44			
									"	27347		443344		30.52			
			1553.273		1134301.66						1563273			1134301.65			

Wabash Stock Yard Company

1910 Feb.	24	L & E Meyer	54		1765	1910 June	17	Henry Stern	95			160.0	
Apr.	13	"	73		7725	Dec.	31	Journal	156.			2638.5	
	26	"	77		1626								
May	9	"	84		7240								
	21	Sundries	87		3800								
June	7	E Meyer & Co	92		1575								
Aug	17	"	111		1589								
Oct.	5	"	128		400								
	26	"	142		5947								
Nov.	28	"	141		1568								
					27785							2798.5	
1911 Jan	11	Sundries	165		2908	1911 Dec.	30	P & L	65.			27097.17	
	17	E. Meyer & Co	164		600								
	31	Sundries	168		7637								
	31	Sales Off Vouc.	61		6175								
Feb.	21	E. Meyer	174		1496								
	28	Sales Off Vouc	62		13215								
Mar.	17	E. Meyer	183		5640								
	31	Sales Off "	63		13230								
Apr.	19	E. Meyer	194		4561								
	24	"	195		4654								
	30	Sales Off Reg	64		12445								
May	5	Loyal Coal Co	201		1380								
	29	E. Meyer	209		3278								
	31	Sales Off Reg.	65		12830								
June	30	" " "	66		13508								
July	31	" " "	67		15247								
Aug.	8	E. Meyer	5		3954								
	28	"	9		3454								
	31	Sales Off Reg	68		17707								
Sept	30	" " "	69		18150								
	"	Banks	21		1685								
Oct.	24	E. Meyer	31		4598								
	31	Do	33		17714								
	"	Sales Off Reg	70		17075								
	"	Banks	35		18220								
Nov.	15	Cambert Co	41		600								
	27	E. Meyer	47		1670								
	30	Sales Off Reg	71		15612								
Dec.	30	" " "	72		15400								
					272097							272097.17	
1912 Jan.	9	E. Meyer	67		1507	1912 Mar.	30	Balance				4478.79	
	26	Do	71		816								
	31	Sales Off Reg	73		12515								
					12424								
Feb.	29	" "	74		15422								
Mar.	13	E. Meyer	88		5416								
	30	Sales Off Reg	75		12717								
	"	Banks	93		13811								
					13800								
					149379							149379	

Nobleton Warehouse Expense

1910								1910					
Apl	1	Balance				149879		Dec.	31	P. & L.		200	214271
	15	C. Meyer Inv. Sales	98			1632							
	30	Sales Off. Reg.	76			5144 78							
	"	Spend	102			10							
May	15	C. Meyer Inv. Sales	107			1994							
	31	Sales Off. Reg.	77			4347							
June	16	C. Meyer Inv. Sales	123			1880							
	30	Sales Off. Reg.	78			16681							
July	29	C. Meyer Inv. Sales	126			1609							
	31	Sales Off. Reg.	79			15480							
	"	Spend	139			78							
Aug		Sales Off. Reg.	80			17209							
Sept	11	C. Meyer Inv. Sales	154			2870							
	30	Sales Off. Reg.	81			20687							
Oct.	31	" " "	82			16876							
Nov.	30	" " "	83			15490							
	30	Wages	184			3740							
Dec.	31	Sales Off. Reg.	84			17874							
						214271							
													214271

Cost of Sales

1910								1910					
Jan.	31	11718 @	?	53		6673 72		Dec.	31	Journal		154	9880 7458
Feb.	24	4393½	"	60		2637 28							
Mar.	31	24842½	"	67		16882 34							
	"	22467½	"	68		15277 89							
Apr	30	9847½	"	81		6381 04							
	"	140707	"	86		12104 05							
May	31	11661	"	91		7299 50							
	"	149496½	"	89		13312 60							
June	30	7627½	"	99		4514 78							
	"	107008	"	99		63311 19							
July	31	10704½	"	107		6385 35							
	"	153883½	"	108		88972 89							
Aug.	31	10159½	"	115		6020 28							
	"	167858½	"	117		98898 87							
Sept	30	8104½	"	125		4902 72							
	"	168183½	"	134		98326 78							
Oct	31	11258½	"	126		6670 18							
	"	163879½	"	136		94278 68							
Nov.	30	19162½	"	144		10896 35							
	"	157899½	"	142		91665 76							
Dec	31	13014½	"	153		7863 11							
"	"	47404	"	151		30860 00							
		1130939				783871 58							9880 7458
1911								1911					
Jan	30	Summary of Stocks		166		155		Dec.	30	P. & L.	1553773		9664 7496
	31	15864	?	169		6285 13							
	31	61141	699	170		35747 56							
Feb	28	12620¾	?	177		8680 39							
	"	57359	711	"		40782 25							
Mar	31	16871½	?	187		11220 62							
"	"	103202¾	655	188		67597 80							
Apr	30	25638	?	198		16641 65							
	"	Sar Mac		"		3637							
	"	143887½	646	"		92918 59							
May	31	27694½	?	212		17635 06							
"	"	170958¾	626	"		107007 54							
June	30	151225¾	608	223		97940 75							
	"	15483	?	"		5157 61							
July	31	195264	?	232		71584 54							
	"	130089½	614	"		79574 95							
Aug	31	35098¾	?	12		21589 97							
	"	152750	59	"		90110 70							
Sept	30	135186½	589	20		77128 15							
	"	19135¾		"		7262 65							
Oct.	31	116259 @	56	34		65121 84							
	"	19516 "	?	35		11785 65							
Nov.	30	127784	?	48		77225 39							
	"	70977¼	568	49		40255 27							
Dec	30	116212	?	62		67978 58							
	"	11682	568	85		9647 08							
		1553773				964 7496							1553773 964 7496

Cost of Sales

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Edison Cracking Rock Co.

1900 Jan.	1	Bal. #1	2103	1 3 4 9 0 0	1900 Feb.	5	7	Cash	12 00	2 0 4 4	14		
	31	Wages (Hourly)	532	1 3 9 7 7 4		1			14 90	2 0 5 8	97		
Feb.	28	" "	604	1 4 7 6 8 4	Feb.	23			16 98	2 0 9 7	96		
Mar.	31	" "	607	1 5 1 6 9 1		17			19 00	2 1 1 6	96		
Apr.	30	" "	81	1 5 4 9 7 1	Sept.	8	Thos. A. Edison		172 00	2 3 2 1	73		
May	31	" "	91	1 5 8 3 2 7		3	Cash		300	2 6 7 1	66		
June	30	" "	998	1 6 2 7 3 5	Nov.	1	"		44	1 9 4 4	90		
July	31	" "	1088	1 7 1 8 6 3		22	"		50	2 1 2 8	96		
Aug.	31	" "	118	1 7 5 9 5 3	Apr.	4	"		58	2 1 7 2	86		
Sept.	30	" "	128	1 8 0 8 3 3	May	7	"		69	2 1 8 1	03		
Oct.	31	" "	138	1 8 7 4 8 3	June	5	"		88	2 1 8 5	14		
Nov.	30	" "	148	1 9 3 6 4 3	July	6	"		101	2 1 8 6	57		
Dec.	31	" "	154	1 9 8 2 1 7	Aug.	1	"		1	2 1 7 9	41		
1901 Jan.	31	" "	169	1 9 9 5 6 7		22	Thos. A. Edison		7	2 1 8 0	10		
Feb.	28	" "	176	2 0 3 8 0 3	Sept.	9	Cash		21	2 1 8 1	31		
Mar.	31	" "	188	2 0 5 7 1 4	Oct.	10	"		30	2 1 8 1	61		
Apr.	30	" "	199	2 0 8 5 5 9	Nov.	10	Lab. Thos. A. Edison		40	2 1 8 1	99		
May	31	" "	212	2 1 1 7 1 6		8	Cash		48		75	22	
June	30	" "	222	2 1 3 5 5 5	Dec.	15	Accid. Acct.		54	2 0 8 1	29		
July	31	" "	232	2 1 6 3 9 7						2 1 2 1	77		
Aug.	31	" "	11	2 1 7 3 6 4						2 1 7 4	35	5	
Sept.	30	" "	21	2 1 7 5 6 4									
Oct.	31	" "	35	2 1 7 7 3 3									
				2 1 7 4 3 5 5						2 1 7 4 3 5 5			

Fertilizer Paper Bags

1912								1912					
Dec.	31	Prof & Loss	200		26443	May	31	Sales	636	881	285		26443

Stock House, Hoboken

1911						1910					
May	24	Bags Sugar Supply Co.	52		200	Jan.	31	Journal (W.P.)	631		257
	31	Sales Reg.	344	190		May	7	Due Supplies	554		2686
Mar.	19	Bags Corley Co.	44		489		31	Wastes	90		592
Apr.	20	Bags Dries	756		1279						
	13	E. Meyer	73		1189						
		Cash Sales	127		3412						
May	17	Bags Dries	86		3498						
					3584						3584

Fertilizer Bags

1910						1910					
July	31		8000	108	2310	Aug.	31	Sales	2100	280	2520
Aug.	31		5000	119	2750	Sept.	30	"	3035	280	2543
Sept.	30		398	325	1295	Oct.	31	"	395	281	1109
Oct.	31		183	325	1189	Nov.	30	"	1750	"	5687
Nov.	30		1100	325	3575				1872		
Dec.	31		1872	325	6084	Dec.	31	Journ.	1872		1400
							"	Fertilizer a/c		325	1910
					7332						7332
1911						1911					
Jan.	1	Journ.	1872		1400	Jan.	31	Sales	600	281	1500
	31		822	325	2671	Feb.	28	"	1370	282	3275
Feb.	28		789	"	2564	Mar.	25	Chalk Sales	720	181	1300
	"		29000	176	51040		31	Sales	17295	283	49114
Mar.	31		99	325	322	Apr.	30	"	17717	285	50479
Apr.	30		1583	"	5148	May	24		10	289	29
	"		9460	199	18825		31	Sales	14597	287	41909
May	31		1920	326	6240	June	30	"	3640	288	10483
	"		12464	212	26429	July	31	"	6580	289	19020
June	30		9775	327	31943	Aug.	31	"	24300	297	72210
July	31		5349	"	17480	Sept.	30	"	19850	295	58578
Aug.	31		3400	390	13260	Oct.	31	"	6460	294	19000
	"		5000	11	5500						
Sept.	30		5761	391	22528	Nov.	29	"	5747	293	16829
					14320		30	Wastes	190	49	1360
	"		15015	21	31531	Dec.	30	Sales	14440	293	42290
Oct.	31		16336	391	63870		30	Inv.	61254	65	398175
Nov.	30		9990	392	39162		"	Bal.		"	24934
Dec.	30		14370	393	56477						
	"		48745	64	312168						
			181750		1358768				181750		1358768
1912						1912					
Jan.	1	Inv.	61254		398175	Jan.	30	Sales	3410	292	25575
	31		12081	394	94965	Feb.	29	"	2350	"	17626
Feb.	29		5507	"	43302	Mar.	30	"	33970	290	254400
Mar.	30		1328	394	10432		"	@ 10¢	600	"	6000
Apr.	30		3466	395	27463	Apr.	30	"	38996	287	301402
								@ 10¢	10892		108920
May	31		4162	"	32971	May	31	"	3860	285	30587
			7370	@ 1¢				@ 10¢	7384		73840
June	29		2856	" 10	22416	June	29	" 10¢	6871	284	53716
	"		350	10	2750	July	31	" 10¢	17009	282	132000
			12873	@ 1¢							
July	31		3374	" 10	26495	Aug.	31	" 10¢	47668	4	366650
			9723	" 10					47668		
Aug.	31		3993	" 10	31344						
	"		16596	" 150	131018						
			191496		1500361				155575		1249437
			23192								

see page 155

Dr. Handling & Sales

1910															
Jan.	1	Lect. #1	318.		741	17	16	Jan.	31	Sales Reg		170.		64	72	41
	31	Sundry	49			55	40	Feb.	28	" "		197.		1	77	98
	16	Equipment &	50			20	50	Mar.	31	" "		197.		1	65	19
		Bank	101.		5	54	19	Apr.	30	" "		217.		1	88	22
Feb.	9	"	106.			9	50	May	31	" "		189.		1	65	93
	23	"	110.			94	41	June	7	Transferred		93.				50
	5	Sundry	55.			46	94									
	12	"	56.			21	45									
	15	Equipment &	56.			60	00									
	17	Marlowe & Sons	56.			12	96									
	18	Sundry	56.			120	40									
	20	Amount due by	58			6	95									
		Equipment &	58		9	67	53									
Filed	9	Sundries)	62.			298	95									
	"	Leather Collar	"			20	80									
	16	Sundries)	63.			331	46									
	19	Loyal County Co.	64			19	170									
	5	Bank	114			141	92									
	30	Equipment &	65		10	75	58									
	31	Wonder)	68		19	88	59									
Apr.	4	Sundries)	71.			382	2									
	5	"	"			524	57									
	1	"	72.			225	65									
	9	Loyal C. Co.	"			979	35									
	11	Palmer, G. A.	"		61	21	40									
	12	Freeport L. Co.	73.			40	00									
	13	Sundries)	"			47	50									
	15	"	74.			590	87									
	20	"	75.			597	35									
	"	Bynum & B. Co	"			56	19									
	"	Loyal C. Co.	"			191	66									
	30	Equipment &	50		33	76	45									
	"	Wonder)	82		37	92	44									
May	1	Geo. P. Palmer	82			20	50									
	"	Sundries)	"			329	67									
	9	Loyal Com. Co.	"		1	234	98									
	10	Upper Peninsula	85			338	55									
	"	Loyal Com. Co.	"			891	70									
	21	Sundries)	87.			611	53									
	26	"	"			73	55									
	27	"	"			29	44									
	"	Loyal County Co.	"			437	15									
	31	North Mo. P. P. Co.	"		1	34	99									
	"	Sundries)	92.		48	37	65									
June	7	A. B. Adams	93			20	0									
	13	Calumet & P. Co	95.			71	15									
	14	Equipment &	"			160	20									
	25	Equipment &	96			46	45									
					5	9	4	3	0					56	27	45

Cr. Handling & Sales

1910															
June	25	By Cash Fund	194.		5	0	0	0	0	0	June	25	By Cash Fund	194.	5 0 0 0 0 0
	30	" Sales Register	96.		50	9	3	8	42			30	" Sales Register	96.	44 7 3 0 7
	"	" Wonder	99.		58	1	9	0	67		July	30	" "	209	1 9 8 1 4
July	9	C. Ex. Nat. Co.	103.				8	1	9	7	Aug.	31	" "	49	6 9 5 2 6 5
	18	R. P. Dennison	"			4	2	0	0	0	Sept.	30	" "	50.	5 6 2 5 3 1
	"	Sundries	104.			1	15	1	7			"	" "	78.	6 2 6 9
	"	Loyal County Co.	"			2	6	2	1	7		31	" "	77	8 0 9 8 9 8
	21	" "	105.			9	7	1	9	7		"	" "	281.	5 4 1 7 5 2
	28	" "	"		5	6	7	2	5	9	Nov.	30	" "	94.	9 6 5 7 1 6 2
	31	Wonder)	108.		6	2	5	3	8	8	Dec.	27	Balance		12 6 0 6 5 8
Aug.	3	Loyal County Co.	110.			3	1	5	0	0					
	9	Sundries)	"			3	2	3	5	0					
	17	Loyal County Co.	111.			4	2	4	1	2					
	17	Bellingham Hatch	112.			10	2	4	9						
	"	"	"			1	4	4	6	3					
	24	Loyal County Co.	113.			6	4	8	6	6					
	25	Bond	"			1	5	0	0	0					
	29	Geo. P. Palmer	"		6	7	9	6	9	2					
	31	Wonder)	116.		6	4	3	8	7	5					
Sept.	2	Sundries	117			10	0	5	8	5					
	"	A. B. Adams	"			5	7	4	0	0					
	7	"	"			2	4	0	0	0					
	12	Equipment &	120			12	2	4	7	5					
	"	Wilbur & Wife	"				3	1	1	8					
	15	Amount due	121				5	0	0	0					
	26	Equipment &	122			5	6	2	7	5					
	25	" "	123				7	5	0	0					
	29	Sheriff Hatch	124		1	0	3	5	4	8					
	30	Wonder	126		4	9	2	7	2	9					
Oct.	11	Loyal C. Co.	127			1	6	4	2	5	6				
	12	Geo. P. Palmer	128					6	2	9	4				
	17	R. P. Dennison & Co	"				3	8	6	0	0				
	"	Hercules Pow.	"				1	4	0	0	0				
	20	Metz & Co. by	132			9	1	5	1	5	5				
	31	Wonder (Wonder)	135		7	5	7	2	3	4	8				
Nov.	5	Loyal C. Co.	138.				7	3	2	5	9				
	18	Sundries)	140.				2	2	2	8	6				
	27	Du Pont Co.	"						7	5	0				
	28	Geo. P. Palmer	141				2	1	3	7	6				
	"	Schuster & Brown	"					1	0	0	0				
	"	Loyal C. Co.	"				1	9	8	2	6	0			
	26	Geo. P. Palmer	142.					5	4	0	4				
	"	Loyal C. Co.	"				6	8	5	9	8				
	30	Works Books	144.		1	4	8	2	8	8	2				
Dec.	7	Sundries)	148			1	1	6	2	7	4				
	13	Loyal County Co.	149					5	8	7	5				
	15	Geo. Palmer	150					9	5	7	00				
	22	Sundries)	151					4	9	4	5	0			
					10	0	1	4	4	7	0	4		70	9 4 9 7 5 4

Fix. Handling and Sales

1910				
Dec.	22	Balance		12 606658
	24	A.B.P.R.R. Pr. Co.	152	5700
	27	Geo. F. Balmer	"	600
	31	Dividends	153	5 19908
	"	Works Books	154	4 461185
1911 Jan	5	Billington & Hutchinson	161	7788
	7	Lester Sellers	162	5779
	9	Geo F. Balmer	"	2223
	11	Loyal Contr Co	163	59632
	16	Geo F. Balmer	"	5700
	17	Do.	164	64400
	18	Kinsman & Allison	"	51200
	21	Loyal Contr Co	165	74175
	23	Cen. of Ga Ry Co	"	216630
	24	Louisville & Nashville	"	55511
	26	Geo F. Balmer	166	55200
	31	Works Wrecks	169	3 46832
Feb	9	Lester Sellers	172	12703
	"	Cen. of Ga Ry Co	"	2484
	10	Loyal Contr Co	"	84185
	16	Geo Balmer	173	22613
	21	Loyal Contr Co	"	25655
	28	Fund	176	2 62924
	"	Journal Wks	"	2 171435
Mar	6	C.C. Jacobs Co	180	24555
	5	Loyal Contr - L. Sellers	181	74259
	9	Dividends	"	56331
	14	Loyal Contr Co	182	42895
	20	Geo Balmer	183	320
	21	Loyal Contr Co	"	32530
	23	Do.	184	27625
	27	Do	185	25940
	28	Dividends	"	17213
	30	Loyal Contr Co	186	32610
	31	Fund Works	188	3 574589
	"	Dividends	190	3 74215
Apr	6	Loyal Contr Co	"	39182
	10	Geo Balmer Agt	191	21375
	"	Lester Sellers	"	37159
	"	Geo Balmer Agt	"	1500
	"	N.Y.N.H.	"	17576
	12	Geo Balmer Agt	192	4693
	15	" "	193	60000
	17	Loyal Contr Co	194	23500
	20	Dividends	"	11250
	21	Loyal Contr Co	195	78968
	22	Geo Balmer Agt	"	1 47115
	25	Inglehart & Dod	196	12675
				4 172355

1910				
Dec.	31	Sales Reg	102	6 74166
1911 Jan	11	Loyal Contr Co	168	260
	31	Sales Reg	112	5 48672
Feb	28	Do	121	1 42239
Mar	31	Do.	140	7 55538
	"	Fertilizer SR	283	2 17805
Apr	30	Balance		17 71792

Fert Handling etc and Sales

1911				
Apr	25	Balance		17 71965
	26	Loyal Contr Co	196	40590
	30	Fund. Works	199	2 659431
May	2	W.C. Lincoln & Bro	200	2550
	"	Loyal Contr Co	201	59300
	5	Malloy SS Co	"	42906
	10	Lester Sellers	203	24282
	12	Loyal Contr Co	"	72278
	"	Dividends	"	62500
	17	"	205	17144
	18	Mosenger & Dunning Co	"	1292
	"	J. McGuency	206	175
	23	Forretta & Co	207	5661
	"	Loyal Contr Co	"	100570
	"	Dividends 2324	208	26251
	"	New England Stock Exp	"	24074
	24	Malloy SS Co	"	113
	29	Loyal Contr Co	209	49606
	30	Dividends	210	60872
	31	" Works	212	3 609267
June	8	Lester Sellers	214	3 14576
	9	Forretta & Co	215	44800
	10	Loyal Contr Co	"	52500
	"	Geo Balmer	"	42750
	"	Billington & Hutchinson	"	12250
	12	Loyal Contr Co	216	55875
	28	Do.	219	63454
	"	Forretta & Co	"	4987
	"	N.C.L. Co	220	1047
	"	W.W. Hunter	"	70000
	30	C.B. Dunning	221	28000
	"	Carding & Co	222	62719
	"	Works	"	5 927327
July	6	Hill Company & Co	225	7256
	"	Lester Sellers	"	51765
	13	Fund 2351	226	6000
	"	Loyal Contr Co	"	86250
	"	S. Beuller	227	9490
	"	W.W. Hunter	"	21375
	14	Malloy SS Co	"	21375
	17	Loyal Contr Co	228	61425
	14	" " "	229	34500
	25	" " "	"	43500
	"	Fund 2991	230	22729
	31	" Wks	233	5 739787
	"	Journal	"	6 6 6 6
Aug	5	Loyal Contr Co	1	60900
	"	Fund	2	16455
				6 081409

1911				
Apr	30	Fertilizer SR	285	6750
	"	Sales Reg	162	1 193570
May	12	Malloy SS Co	204	1125
	23	G. Balmer	206	60000
	24	Fertilizer Claim	208	5350
	29	N.E. Stock Exp	210	99924
	"	" " "	"	48895
	"	" " "	"	11952
	31	Sales Reg	187	1 542715
	"	" " Stock	189	2 48390
June	22	N.E. Fert Exp	217	17728
	30	Sales Reg	208	3 31738
	"	" " May	294	62719
	"	" " Fert	288	7050
July	6	N.E. Fert Exp	225	3 75742
	8	" " "	"	47808
	13	" " "	"	77688
	24	" " "	229	14060
	31	Sales Reg Fert	289	3150
	"	" "	227	10 49560
	"	" " May	294	3 9565
Aug	5	Balance		12 61732
				6 081409

Inst. Nilly. etc on Sales

1911					1911				
Aug	3	Balance		1264132	Aug	9	Journal Pay	4	1352
	5	Lester Sellers	2	15541		11	" "	"	2869
	8	Sund	"	15350		16	N.B. Stack Cap	5	17928
	9	Legal Contr Co	4	29375		"	" "	6	1952
	"	Dalley & Co	"	25785		31	Sales Reg	26	1048961
	16	Legal Contr Co	5	14448		"	" " Sent	297	20740
	18	Chr & Co Cpl Co	6	5340	Sept	18	Pittsburgh Buffalo Co	16	5445
	19	Legal Contr Co	7	27500		27	Sund	18	900
	23	" "	8	39218		30	Sales Reg	49	894522
	24	Edw G Murray	"	16200		"	" " Sent	295	18225
	25	Sundries	"	7884	Oct	18	N.B. Stack Cap	29	137449
	29	"	9	14457		24	" "	31	5976
	31	Carolina Cpl Co	11	4221		31	" "	33	41832
	"	Stocks	"	648255		"	Sund Sales Reg	69	769448
Sept	9	Sundries	14	21925		"	" " "	294	14575
	"	Dwight Cobb	"	13375	Nov	5	N.B. Stack Cap	38	11952
	"	Dalley & Co	"	25800		22	" " "	45	53784
	12	Sundries	16	59415		23	" " "	46	11952
	"	A. McEachen Co	"	2500		30	Sund Sales Reg	85	144444
	"	Edw G Murray	17	14930	Dec	14	N.B. Stack Cap	54	17685
	30	Stocks	21	670274		30	Sund Sales Reg	96	457480
Oct	4	G.F. Palmer Cpl	23	262400		"	Balance		853230
	6	Murray Trans Co	24	36000					
	"	Legal Contr Co	"	98695					
	"	John Bell Co	25	900					
	"	Lewis Trans Co	"	5000					
	"	Edw G Murray	"	36000					
	13	Sund	28	59986					
	14	Legal Contr Co	"	31873					
	19	Do	30	21875					
	31	Do	34	462254					
	"	Stocks	35	583382					
Nov	1	John Bell Co	38	6825					
	4	Lester Sellers	"	47148					
	10	Burns S.S. Co	39	26427					
	15	Dwight Cobb & Co	41	21972					
	16	Legal Contr Co	42	43040					
	18	Dalley & Co	43	5220					
	21	Legal Contr Co	44	12000					
	25	Do	46	262500					
	"	Do	"	8000					
	30	Stocks	49	311895					
Dec	9	S.&Y. Co	52	1500					
	11	Sundries	"	18745					
	21	Dwight Cobb & Co	56	12000					
	"	Dalley & Co	"	7279					
	27	Lewis Trans Co	57	15000					
	"	Legal Contr Co	58	48156					
				4585172					4585172

Freight. Nilly. etc on Sales

1911					1911				
Aug	30	Balance		853230	Aug	30	Carpenter Cpl	62	241904
	"	N.B. Stack Cap	61	116356		30	Journal	65	128301
	"	Sundries	63	253411		"	Balance		900000
				1270205					1270205
1912					1912				
Jan	1	Balance		900000	Jan	21	Baly Allen	72	78819
	8	Sund	67	29763	Feb	20	Dwight & Cobb	80	1200
	9	Lester Sellers	"	11788		29	Sales Salem	81	78819
	"	C. Myers	"	4275	Mar	12	Dwight & Cobb	87	780
						13	N.M. Carey Co	88	185
						29	Sales Salem	91	78819
					Apr	30	" "	100	78819
					May	31	" "	113	78819
					June	29	" "	124	12899
					July	9	N.M. Carey Co & Co	131	1969
						31	Sales Salem	137	78819
					Aug	31	" "	148	78819
					Sept	30	" "	160	78819
					Oct	30	" "	170	78819
					Nov	30	" "	181	78819
					Dec	31	" "	195	78819
						31	Ledger #3	205	38767
				945826					945826

Repairs & Freight A/c

1911						1912					
Dec	30	Sal Vellgeth	62	24	19 04	Jan	30	Sales Dep	103	26	22 49
Mar	21	Dr Mungo Bertram	89		17 57 5		"	" " Sect	292	1	01 25
	30	Works	93		7 59 7 5	Feb	29	" " "	"		12 50
Apl	15	A/c Dr	99		3 7 00		"	" "	111	6	23 25
	30	Insurance	102	1	8 4 6 6	Mar	30	" " "	190		7 13 75
May	29	Dr Sundrys	112		3 3 1 7 4		"	" "	177	2	08 85
	31	Works	115		7 3 7 9 4	Apl	4		95		40
June	30	"	126		8 9 7 8 7 6		30	" "	156	4	13 652
July	31	"	139		5 6 6 7 5 4		"	" " Sect	287		3 98 15
Aug	31	Jos M Bolam & Co	149		3 3 1 2 0 3	May	31	Journal Sundrys	113		6 5 65
	"	Works	150		10 8 0 8 1 6		"	Sales Dep	185	6	27 609
Sept	30	"	167		9 7 2 9 8 7		"	" " Sect	285	1	01 86
Oct	31	"	172		5 2 7 2 3 8	June	29	" "	217		7 19 306
Nov	30	"	184		5 8 2 7 2 8		"	" " Sect	286		2 12 5
Dec	31	"	195		6 7 2 7 6 8	July	31	" " "	287		5 76
							"	" "	245	6	37 671
						Aug	31	" "	33	8	59 010
							"	" " Sect	4		1 06 40
						Sept	30	" " "	8		7 93 35
							"	" "	65	5	36 903
						Oct	31	" "	96	7	4 110
							"	" " Sect	10		16 875
						Nov	30	" "	173	7	46 385
							"	" " Sect	11		6 875
						Dec	31	" " "	12		38 33
							"	" "	148	7	46 704
							"	Journal	200	7	4 153 7
				71	55 595		"	Balance Ledger	201		64 53 1
										71	55 595

Advertising

1910										1910							
Jany	15	Cash Book	49				2	0	7	Dec	15	of Cash	125			1	1 2 0 0
	31	Sales Reg.	170					1	1 4		20	"	11			1	1 6 1 0
	"	Cash	102					1 2	8 9		Dec 31	" Refund	155				2 5 5 2
	"	Sales Off. Reg.	89		3 8	8	2 4 9	5			"	Journal	156		4 1 0	4 6 5	7
Feby	4	Cash Ret'ns	105				5 2	0	0							1 3 7 6	2
	14	"	105					4	0 0								
	15	Cash	56					4	7 7								
	28	Sales Register	177		3 9	0	6 6	4									
	"	" Off. "	41		2 5	8	9 4	6									
Mar	15	Cash	117				1 0	0	0								
	31	Sales Register	197		6 5	1	4 7	4									
	"	" Off. "	48		3 2	9	7 1	2									
	"	Works	69		1 4	3	6 9	7									
Apr.	30	Sales Reg.	217		9	1	3 4	8	9								
	"	Works	81				6 2	5	8								
	"	Sales Off. Reg.	45		3 8	6	9 8	7									
May	31	Sales Reg.	239		1 3	5	7 4	4									
	"	Sales Off. Reg.	47			3 6	7 0	0									
	"	Works	92		1 7	2	2 4	4	4								
June	7	Cash	95				5 0	0									
	30	Sales Reg.	258		1 7	4	5 2	4	5								
	"	" Off. "	49			2	1 7 2	3	7								
	"	Works	99		1 9	1	6 7	5	6								
July	30	Sales Reg.	277		1 9	1	4 1	7	4								
	"	" Off. "	50			2	2 6 0	3	7								
	31	Works Books	108		2 2	4	2 4	6	7								
Aug.	31	Sales Reg.	29		2 1	0	5 1	8	5								
	"	" Off. "	51			2	3 2 9	0	8								
	"	Works	116		2 4	4	5 6	6	7								
Sept	27	Employees	122				3 5	0	1								
	30	Sales Reg.	53		2 4	4	6 7	9	2								
	"	Works	126				5 7	6	0								
	"	Sales Off.	58		2 8	3	5 6	3	3								
Oct	31	" Reg.	77		2 1	4	7 5	8	8								
	"	Sales Off.	55			3	6 0	7	5	4							
	"	Works	135		3 0	5	1 6	7	2	2							
Nov.	5	G. J. Cooke	139				1 0	0	0								
	30	Sales Reg.	96		3 0	5	2 7	4	2								
	"	Works	144				1 2 4	1	1								
	"	Sales Off. Vou.	57		4 4	3	3 9	4	4								
Dec.	31	Sales Reg.	102		3 5	5	8 9	7	9								
	"	Sales Off. Vou.	58		5 4	6	4 1	5									
	"	Works	154			1	5 1	2	7								
					4 1	1	8 5	1	9							4 1 1 8 5 1 9	
Jany 31		Works	169			2	3 7 1	1	2	Feb. 28		Balance				3 9 3 8 6 5	
	31	Sales Off. Vou.	61		2 6	5	8 8	1	3								
Feb	10	Journal	172			3	4 0	3	7								
	28	Sales Off. Vou.	62		1 5	2	9 8	8									
					3 9	3	8 6	5	3							3 9 3 8 6 5	

Advertising

1911 Feb	28	Balance		5938 03	1911 Mar	21	Cr. Acct. Nat'l Bank	183		140000	
	"	Works	176	22584	Dec	30	P & L	65	1431170		
				6 1 0 7 0 7							
Mar	31	"	188	10114							
	"	Sales Office	63	134044							
				6 4 0 6 0 5							
Apr	19	Journal N.Y. Off	191	500							
	25	" N.Y. Co.	196	6 6 1 1 0							
	30	Sales Off Reg	64	93359							
	"	Works	199	530							
				6 5 3 7 9 9							
May	31	Sales Off Reg	65	75460							
	"	Works	212	510							
				7 2 3 1 1 9							
June	28	E. Meyer	220	40429							
				7 3 3 9 4 8							
	30	Works	222	2036							
	"	Sales Off Reg	66	104705							
				8 4 4 2 5 3							
July	31	Works	235	10429							
				8 5 5 5 8 2							
	"	Sales Off Reg	67	66395							
				9 2 1 9 7 7							
Aug	31	" "	68	66444							
	"	Works		2157							
				9 5 5 3 1							
Sept	30	Sales Reg	49	1456							
				9 5 6 9 7							
	"	Sales Off Reg	69	57032							
				9 8 7 2 9							
	"	Works	21	325							
				9 8 7 6 5 4							
Oct	31	Sales Reg	69	1463							
				10 0 5 0 6 7							
	"	Nov	70	119320							
				10 0 6 1 8 7							
	"	Works	35	148							
				10 0 6 3 3 5							
Nov	30	Sales Off Reg	71	222524							
				10 2 8 5 8 9							
	"	Works	49	1200							
				10 2 9 7 8 9							
Dec	30	Sales Off Reg	72	50745							
				10 3 4 8 5 3 4							
				14 4 6 1 7 0						14 4 6 1 7 0	
1912 Jan	31	Sales Off Reg	73	40319	Feb	31	Balance	208		4 6 5 8 3 8	
Feb	29	" " "	74	21426							
				4 6 5 8 3 8							
Mar	31	Sales Spring	84	5379							
	30	Sales Off Reg	75	40324							
	"	Works	93	1441							
				10 4 6 5 8 1							
Apr	11	gratis shipment	95	65							
	9	P. Wanamaker	97	150							
	30	Sales Off Reg	76	51623							
	"	Lang	102	810							
May	31	Sales Off Reg	77	47875							
	"	Works	115	1777							
June	30	Sales Off Reg	78	30187							
	"	Works	126	17506							
July	31	Sales Office Reg	79	68134							
	"	Works	139	5780							
Aug	"	Sales Office Reg	80	21961							
	"	Works	150	709							
Sept	30	Sales Off Reg	81	28847							
	"	Works	162	17467							
Oct	31	Sales Off Reg	82	30157							
	"	Works	172	7705							
				4 6 5 8 3 8						4 6 5 8 3 8	

Advertising.

1912 Oct	31	Balance	208	4 6 5 8 3 8	1912 Dec	31	Journal	200	800967
Nov	30	Sales Off Reg	83	14 3 1 5 7					
	"	Works	184	50168					
				5 1 1 1 7 3					
Dec	31	Sales Off Reg	84	137795					
	"	Works	195	4081					
				8 0 0 9 6 7					800967

Commission on Sales

1910						1910					
Jan.	31	O. R. Nelson	53.		5191	Dec.	31.	Journal	156.		98953
Feb.	28	"	59.		5583						
Mar.	31	"	66.		5487						
Apr.	30	"	70.		5426						
May	31	"	90.		7684						
					98953						98953

Newark Sales Office

1911						1911					
Oct.	31	Sales Off Rep	70.		9246	Dec.	30.	Journal	65.		172477
Nov.	30	" " "	71.		8236						
Dec.	30	" " "	72.		5654						
					172477						172477
1912						1912					
Jan.	31	Sales Off Rep	73.		8548	May	31	Suit Sales Rep	115.		4730
Feb.	29	" " "	74.		7387	June	30	" " "	126.		7100
Mar.	30	" " "	75.		8244	July	31	" " "	138.		4710
Apr.	30	" " "	76.		8345	Aug	"	" " "	149.		16170
May	31	" " "	77.		9027	Sept.	30	" " "	161.		8450
June	30	" " "	78.		8798	Oct.	31	" " "	172.		4160
July	31	" " "	79.		9388	Nov.	30	" " "	184.		4580
Aug	"	" " "	80.		8493	Dec.	31	" " "	196.		1780
Sept.	30	" " "	81.		9693		"	Journal	200.		95851
Oct.	31	" " "	82.		8854						
Nov.	30	" " "	83.		8546						
Dec.	31	" " "	84.		8245						
					103076						103076

Philad. Sales Office

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New York Sales Office

1910 Jan.	31	Sales off Reg	39	4	4	4	5	7	0	1910 Feb.	5	5% off on freight bills	55	1	9	4	0	0
Feb.	28	" " "	41	4	6	8	0	1	8	Apr.	20	L. Meiner	76		1	3	5	0
Mar.	31	" " "	43	4	8	2	0	1	8	Aug.	15	N.J. Paint Co.	111		2	2	2	2
Apr.	30	" " "	45	4	9	9	6	1	8	Dec.	31	" "	155		2	9	8	0	5
May	31	" " "	47	4	8	6	9	1	6			" Journal	166	44	2	9	9	0	4
June	30	" " "	49	4	6	7	6	1	6										
July	30	" " "	50	4	6	4	6	1	7										
Aug.	31	" " "	51	4	7	9	8	1	8										
Sept.	30	" " "	53	4	9	4	2	1	5										
Oct.	31	" " "	55	4	8	8	2	1	4										
Nov.	30	" " "	57	4	8	2	1	1	6										
Dec.	31	" " "	58	4	5	5	4	1	5										
				45	0	7	6	1	4					45	0	7	6	1	4
1911 Jan.	31	" " "	61	3	5	9	3	8	4	Aug.	23	N.J. Paint Co	8		1	7	6	0	0
Feb.	28	" " "	62	2	9	6	1	8	2	Dec.	30	do	62		2	7	0	1	0
Mar.	31	" " "	63	3	0	1	9	1	4		30	Journal	65	36	5	1	5	9	4
Apr.	1	Pacific Brewing Co. Pittsburgh																	
	30	Sales off Reg	64	3	7	9	0	5	7										
May	31	" " "	65	3	0	5	5	8	5										
June	30	" " "	66	2	9	6	5	7	1										
July	31	" " "	67	3	0	4	5	7	3										
Aug.	31	" " "	68	2	9	4	2	0	3										
Sept.	30	" " "	69	3	0	5	3	4	3										
Oct.	31	" " "	70	3	2	2	8	0	5										
Nov.	30	" " "	71	3	0	6	5	3	3										
Dec.	30	" " "	72	3	2	7	5	0	4										
				36	9	6	7	0	4					36	9	6	7	0	4
1912 Jan.	31	Sales off Reg	73	2	6	8	3	4	5	1911 May	31	Sent Sales Corp	115			7	6	2	2
Feb.	29	" " "	74	2	4	3	7	2	3	July	30	" " "	135			3	1	6	0
Mar.	30	" " "	75	2	8	5	7	9	2	July	31	" " "	138			4	1	8	8
Apr.	30	" " "	76	2	8	7	6	1	3	Aug.	"	" " "	149			3	8	3	5
May	31	" " "	77	2	8	4	7	5	2	Sept.	30	" " "	161			6	6	0	0
June	30	" " "	78	2	7	7	1	1	4	Oct.	31	" " "	172			4	0	0	4
July	31	" " "	79	2	7	6	5	0	4	Nov.	30	" " "	182			2	7	5	5
Aug.	"	" " "	80	2	7	6	6	5	5	Dec.	31	" "	199			2	4	7	0
Sept.	30	" " "	81	2	6	8	1	7	8		"	N.J. Paint Co.	199			2	3	5	3
Oct.	31	" " "	82	2	6	5	6	3	9		"	Journal	200	32	1	2	3	1	2
Nov.	30	" " "	83	2	6	2	7	3	7										
Dec.	31	" " "	84	2	9	1	6	4	5										
				32	7	0	3	0	2					32	7	0	3	0	2

Pittsburgh Sales Office

1910 Jan.	31	Sales Off. Reg.	39	85299	1910 Jan.	1	Inv. Office	47		17219	
Feb.	28	" " "	41	164866	Mar.	30	Sales Off. Reg.	49		158225	
Mar.	31	" " "	43	191386	Dec.	31	Journal	100		305147	
Apr.	30	" " "	45	146129							
				323991						323991	
1911 Jan.	31	" " "	61	175508	1911 Dec.	30	Journal	65		241765	
Feb.	28	" " "	62	252711							
Mar.	31	" " "	65	247765							
Apr.	19	Journal N.Y. Off.	194	7750							
	30	Sales Off. Reg.	64	284416							
May	31	" " "	65	253591							
June	30	" " "	66	175500							
July	31	" " "	67	137855							
Sept.	30	" " "	69	265066							
Oct.	24	Journal	51	15000							
	31	Sales Off. Reg.	70	254400							
Nov.	30	" " "	71	208833							
Dec.	30	" " "	72	224420							
				241765						241765	
1912 Jan.	31	Sales Off. Reg.	73	256663	1912 Dec.	31	Journal	100		281871	
Feb.	29	" " "	74	256693							
Mar.	30	" " "	75	215541							
Apr.	30	" " "	76	252370							
May	31	" " "	77	215823							
June	30	" " "	78	224821							
July	31	" " "	79	223308							
Aug.	"	" " "	80	227000							
Sept.	30	" " "	81	187891							
Oct.	31	" " "	82	243714							
Nov.	30	" " "	83	227014							
Dec.	31	" " "	84	227257							
				281871						281871	

Boston Sales Office

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Savannah Sales Office

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Sales of Scrap.

1910							1910						
Apr	29	J. & D. & Scrap, H.	51		16	45	May	7	J. Rubey & others	45		92	90
Mar	8	"	62		52	83		7	"	46		73	11
	31	Works	68		123	24	Apr	30	E. B. Leff & Co.	79		1470	88
Apr	30	"	82		89	35	May	24	" " "	87		1777	77
May	31	"	92		102	25	June	7	" " "	93		1862	40
June	30	"	99		65	65	Aug	10	Schmits & Co. m. co.	111		2222	13
July	31	"	109		54	73	Sep	7	" " "	117		2165	69
Aug	31	"	116		54	94							
Sept	30	"	122		54	86							
Oct	31	"	135		54	86							
Nov	30	"	144		54	58							
Dec	31	"	154		53	604							
	"	Journal	156		2171	121							
					2798	57						2798	57
1911							1911						
Feb	28	Works	176		111	17	Feb	27	Gilbey & S. & Co.	175		5766	65
Mar	13	Gilbey & S. & Co.	181		55	39	Mar	5	Lehigh C. & W. R. R.	179		3918	4
	14	Lehigh C. & W. R. R.	182		57	1		16	Crosselmire & Tucker	182		62	22
	31	Works	188		1650	67		23	Dachheimer & Co.	1811		1085	6
Apr	30	"	199		2750	57	May	5	Gilbey & S. & Co.	202		1530	28
May	31	"	212		1746	16	July	31	Lehigh C. & W. R. R.	10		1495	95
June	30	"	222		1794	71	Sept	27	Do.	19		5422	52
July	31	"	233		2691	72	Nov	24	Passaic & W. R. R.	46		5756	36
Aug	31	"	11		1742	42	Dec	6	Sundries	51		3853	33
Sept	30	"	21		1579	19		30	"	63		8942	24
Oct	6	Lehigh C. & W. R. R.	23		2963	3						3560	21
	31	Works	35		1395	5							
					1260								
Nov	30	"	49		3669	14							
Dec	30	Lehigh C. & W. R. R.	60		3903	5							
	30	O. B. L.	65		2763	13							
					38661	61						38661	61
1912							1912						
Mar	30	Works	93		934		Feb	8	Gesselbe & Hasselacher	77		2266	
Apr	30	"	102		147			29	E. & Pomp. Works	81		3900	
June	30	"	176		1665	50	May	31	Works	115		5125	
July	31	"	139		5576		June	24	Hibbard & Hasselacher	123		1490	
Aug	31	"	172		1618		July	23	E. B. Leff & Co.	134		8877	
Nov	30	"	184		1858	14	Dec	9	Lehigh C. & W. R. R.	188		7037	
Dec	31	"	198		1361	7		16	Cleland & Buckbee	189		7037	5
	"	Profit & Loss	200		1774	86		19	Do	"		6130	6
								31	Do	197		7310	2
					19442	08						19442	08

Farm ck

1910 Dec	31	Works	154	155831	1910 Dec.	31	Journal	156		241462
	"	Journal	156	85628						
				241462						241462
1911 Dec	30	P&L	65	105273	1911 Dec	30	Journal	64		105273
1912 Dec	31	Works	199	667797	1912 Dec.	31	Journal	200		667797

Dealer ck

1910 Nov	31	Works	66	891	1910 Nov	14	L. Lopez & Sons	Hamp 85		1470
Sept	30	"	82	10066	Aug	31	Sales Reg	212-6 280		64775
May	31	"	92	27686	Sept	30	" "	7535 280		188598
June	30	"	99	66655	Oct	31	" "	411 281		18275
July	31	"	108	15873	Nov	30	" "	94		23499
Aug	31	"	117	66265	Dec	31	Journal	156		81388
Sept	30	"	126	47852						
Oct	31	"	136	47169						
Nov	30	"	144	23792						
Dec	31	"	151	10847						
	"	Bear Lake	193	1710						
				236261						236261
1911 Jan	31	Works	169	31395	1911 Jan	30	Sales Reg	50	281	6750
Feb	28	"	176	32662	Feb	28	" "	7260	282	134400
Mar	31	"	188	47842	Mar	31	" "	90195	283	2033550
Apr	5	Shortage 2651 Sales Reg 2651	190	1235	Apr	30	" "	948	285	207725
	10	" 1660 Sales Reg 1660	191	1195	May	24	Excl Claim		208	16650
	25	" 703	196	265		31	Sales Reg	8065	287	1528975
	29	" McBonn 715	197	1586						
	30	Works	199	150317						
May	2	Ins & Bond 694	200	125						
	5	" Phelps 2756	202	20250						
	18	Bondholders & Salesbook 726	205	1000						
	23	" "	207	675						
	24	Ins & Bond 694	209	54						
	31	Over Sales Reg	287	300						
	"	Works	212	1745						
June	28	Accounting Journal Hamp	217	46						
	"	Legal Counsel Co. 2911	219	1800						
	"	Balance		1705						
				605165						605165

Fertilizer ck

1911 June	28	Accounting Journal	219	26	1911 June	28	Balance			70841
	30	Works	222	56144		30	Sales Reg	1872 288		53075
July	19	Jesse G. Burden	228	150	July	31	" "	3503 289		70275
	31	Works	233	73394	Aug	31	" "	1205 297		25295
Aug	16	Seeds of NY	5	2000	Sept	30	" "	1006 295		20041
	31	Stephens & Opie	10	1250	Oct	31	" "	369 294		7369
	"	Works	11	38577	Nov	29	" "	2962 293		59108
Sept	28	Lawrence & Burden	19	100	Dec	30	" "	Rts "		14625
	30	Works	21	106142						
Oct	31	"	35	74961						
Nov	30	"	49	61045						
Dec	30	"	62	32275						
	"	"	63	38460						
	30	P&L	65	94223						
				781637						781637
1912 Jan	17	F.E. Patterson	69	850	1912 Jan	30	Sales Reg	183 292		39750
Feb	17	A.L. Bryant 1143	79	456	Feb	29	" "	1172 "		24235
Mar	21	Accounting Journal Mar 739	89	189	Mar	12	Shortage Jordan Lab Co.	57		525
	30	Works	93	52596		30	Sales Reg	1741 290		36582
Apr	27	Accounting Journal 1915	100	150	Apr	30	" "	1756 289		37263
	30	Works	102	21272				7615 285		154675
May	13	Wm. Cameron	107	100	May	31	" "	348 284		6389
	27	Lucius & Jacob	110	350	July	31	" "	597 287		12355
	31	Works	115	41767	Aug	31	" "	2134 4		44594
June	8	C. Wheaplay	119	1500	Sept	30	" "	1357 8		26785
	24	C.F. Patton	123	300	Oct	31	" "	724 10		15475
	"	State of N.J.	"	7000	Nov	22	Sargent & Bro 123	180		17200
	30	Works	126	42308		30	Sales Reg 445	11		9600
July	9	Dept. of Agr. Dept.	131	6245	Dec	31	" " 266	12		5290
	16	Post Office	132	883		"	Inventory	100		43265
	"	Stephens & Hancock	133	1795						
	23	Wolfe Lithographing Co.	"	1888						
	31	Works	139	104870						
Aug	31	"	150	27851						
Sept	11	J.S. Smith & Bro	154	1000						
	27	Jamaica Fert. Co.	158	87						
	30	Works	167	7722						
Oct	18	Jamaica Fert. Co. 201	166	1784						
	31	Works	172	49876						
Nov	13	Sargent & Bro 123	176	1700						
	"	Mass. Agr. Exp. Sta. 1924	176	1799						
	30	Works	184	47331						
Dec	27	Robt. Bruce	194	500						
	31	Works	195	71589						
	"	Profit & Loss	200	66220						
				222236						222236

Interest and Discount

1910 Jan	29	To Sundry	51	2601 34
	31	" "	"	202 00
	29	" "	52	312 36
	19	" Cash 2nd Natl	99	50 00
	31	" Sundry CB	104	106 28
	"	" " CB	"	1553 44 4825 42
Feb	7	" Cash	106	15
	28	" Sundry	59	73 47
	"	" T A Edison	"	1126 44
	"	" Sundry CB	113	139 10
	"	" " CB	"	1295 05 7459 63
Mar	3	Edison Mfg. Co.	62	99 17
	11	East Coast L & B Co.	63	87
	24	Pittsburg-Buffalo Co.	65	2 76
	"	" "	"	14 89
	29	T A Edison	"	1505 13
	30	Sundry	66	130 44
	"	T A Edison	"	1500 00
	"	Sundry CB	123	286 12
	"	" "	"	1410 61 12409 62
Apr.	5	Pitts-Buf. Co.	71	2 09
	6	" "	"	82
	15	Sundries	74	479.85
	28	T A Edison	78	1645 76
	29	"	"	1500 00
	"	Sundries	"	321 66
	30	"	79	459 61
	"	L H Thompson	80	830 25
	"	Sundry CB	134	548 26
	"	" "	"	1453 20 19651 12
May	6	East Coast L & S.	84	75
	31	T A Edison	88	2249 91
	"	Sundry CB	148	1703 30
	"	T A Edison	89	615 00
	"	Sundry	"	491 17
	"	L H Thompson	90	3120 44 27832 09
June	13	" Cash	153	147 70
	30	T A Edison	97	805 45
	"	" "	97	532 50
	"	Sundry	97	467 07
	"	" CB	160	1355 49 31140 38
July	14	C. W. Collins	104	109 93
	18	Cash 2nd Natl	163	50 00
	31	Sundry CB	174	1409 98
	"	T A Edison	106	4422 21
	"	Sundries Jr.	107	4158 74 37548 76
Aug	30	Sundries T.A.E.	114	3035 52
	4	Cash	175	5 31
				40558 99

1910 Jan	3	By Cash	94	5 92
	5	" "	"	27
	7	" "	95	20
	8	" " Meadell	"	9 18
	18	" "	97	2 32
	31	" L H Thompson	52	360 00
	"	" Sundry CB	220	642 93 663 25
Feb	16	" Cash	108	2 00
	28	" Sundry CB	220	121 31 726 76
Mar	30	" [illegible]	65	7 51
	31	" Sundry CB	219	144 55 878 82
Apr	1	" Cash	124	1 72
	12	" "	127	79
	31	" Sundry CB	219	53 71 935 14
May	6	" Cash	137	1 17
	12	" "	139	05
	16	Woodville L & C Co	66	80 75
	26	Cash	145	1 33
	27	"	146	80
	31	Sundry CB	219	66 71 1082 66
June	7	Topping Bros	93	46 71
	30	Sundry CB	219	108 49 1241 05
July	8	C. Pardee note	103	5 84
	6	Cash	162	44
	8	"	164	2 50
	11	"	165	1 25
	26	"	170	10 72
	31	Sundry CB	218	107 79 1369 59
Aug.	4	E. Meyer	110	2 20
	"	W. F. Vernon	"	2 21
	22	Cash	183	72
	24	"	185	3 55
	30	"	188	12 08
	"	Balance	✓	39198 64
				40558 99

Interest & Discount

1910 Aug	30	To Balance	✓	39198 64
	31	" Sundry CB	188	1691 13
	"	" " "	115	368 93 41258 70
Sept	15	" T A Edison	121	2327 39
	"	" Cash	194	31 02
	21	" T A Edison	122	102 00
	27	" " "	123	600 00
	30	" Sundry	124	288 75
	"	" " CB	201	1429 61 46047 47
Oct.	21	T.A. Edison	131	1812 35
	"	Sund Journal	132	128 10
	31	Sundry CB	215	1133 35
	"	Sundry	133	242 98
	"	"	134	739 37
	"	Edison Chemical Co	134	122 28 50115 90
Nov.	23	T.A. Edison	141	2319 07
Nov	30	Sundry CB	13	1233 11
	"	" "	143	1476 91 55142 19
Dec	23	Sundry	151	138 99
	27	Journal	152	150 00
	31	Cash	24	1784 37 57218 35
	"	T. A. Edison	155	48909 33
				106127 68
1911 Jan	2	Journal	161	10 59
	11	"	162	00
	23	"	165	50 00
	26	"	"	102 00
	31	"	167	4450 11
	"	"	"	239 34
	"	"	168	228 79
	"	Cash Book	34	864 86 6945 69
Feb	2	Journal	171	3126 59
	6	" P.R.R. Co.	"	42 87
	17	J 31072 N.J. Taxes	39	2 07
	28	Cash Book	43	1136 66
	"	Note Book	51	214 62 11468 60
Mar.	27	Journal T.A.E.	184	3012 72
	31	Cash Book	56	1915 16
	"	Bills Pay.	54	322 48 16718 48
Apr.	13	Sund. Journal	192	128 10
	14	" "	193	497 94
	20	(Bills Pay) TAE	194	2076 06
	30	Cash Book	68	1500 68
	"	Bills Pay	58	233 58
May	3	Journal TMT	201	107 58
	22	" FB&C Co.	206	152 46
	24	" TAE 22469 83	208	102 00
	31	" "	211	2534 26
				24331 12

1910 Aug	31	By Sundry CB	218	52 61
Sept	8	" Cash	191	1 54
	"	" "	"	65
	9	" "	192	4 42
	8	" [illegible]	119	2 53
	30	" Sundry CB	218	59 25 121 00
Oct.	6	Portland R. E. Co	129	5 00
	14	Cash	208	30
	18	"	209	48
	20	"	211	2 00
	31	Sundry CB	217	97 40 226 58
Nov	1	Cash	1	2 00
	5	"	3	5 26
	30	Sundry CB	220	235 96 469 80
Dec	3	Cash	15	61
	7	"	16	2 50
	23	"	21	1 07
	"	"	21	3 13
	31	Credit Items CB	220	145 69 622 79
	"	Journal Cash Paym'ts 17416.81 Mdse Disct 1101.19 Cr. Items 86986.97	156	105504 97
				106127 68
1911 Jan.	12	Cash	27	40
	31	Sundries chgd C.B.	219	233 69
	11	Journal	162	58 234 67
Feb.	24	Woodville L & C Co.	175	60 00
	28	Cr. Items	218	60 16 354 83
Mar.	31	" " C.B.	56	136 86 491 69
Apr.	30	" " " "	69	29 61 521 30
May	31	Balance	✓	23809 82
				24331 12

Interest & Discount

1911								1911					
May	31	Balance	201	22	50095			May	31	Cash N.Y. Stock Exch	83		56.12
	"	Bills Pay.	60		17260			June	30	" " "	98		1298
	"	Cash Book	83		46585			July	27	C. Myers	250		205
June	30	Bills Pay.	2		86449				31	Cash N.Y. Stock Exch	213		3429
	"	Cash Book	98		68645			Aug.	31	Cash N.Y. Stock Exch	174		2127
July	14	Leon Gusto	227		5000			Sept.	30	" " " "	32		3897
	31	Cash Book	112		13933			Oct.	31	" " " "	45		4243
	"	Bills Pay.	2		85856			Nov.	29	" " " "	57		2429
Aug.	31	" "	5		36447			Dec.	30	" " " "	72		6724
	"	Cash	17		37784				30	P & L	65	11	0573 14
Sept.	16	T.A. Edison	"		10200								
	30	Bills Pay.	7		34625								
	"	Cash	32		44624								
Oct.	31	"	45		10802								
	"	Bills Pay.	9		25530								
Nov.	16	John W. Alcott	42		6875								
	29	Bills Pay.	11		13911								
	"	Cash	57		68708								
Dec.	7	"	61		661								
	30	Bills Pay.	13		3502								
	"	Cash	72		69975								
	"	Sundries	61		58245								
				11	1143127							11	1143127
1912								1912					
Jan.	22	Leon Gusto	70		5000			Jan.	19	Cash N.Y. Stock Exch	79		05
	31	Bills Payable	14		2123				22	C. Myers	70		155
	"	Int. & Div. Rec.	72		78006				15	Geo. Gulliver & Co	69		2386
	"	" " "	"		43580				31	Cash N.Y. Stock Exch	85		1492
	"	Cash	85		42818			Feb.	17	"	92		83
Feb.	29	Int. & Div. Rec.	81		78006				29	" " "	95		5318
	"	" " "	"		43580			Mar.	13	" coupons	101		205
	"	Bills Pay.	15		5199				26	" Cash N.Y. Stock Exch	107		6637
	"	Cash	95		18026			Apr.	9	" "	111		948
Mar.	8	C.H. Wheeler Loan	86		8666				5	"	109		15
	"	C.H. Wheeler	"		21000				20	" Cash N.Y. Stock Exch	120		3299
	30	Bills Pay.	16		3220			May	6	Lockwood & Lovell	105		2449
	"	Int. & Div. Rec.	91		78006				29	Balance		41	5193 37
	"	" " "	"		43580								
	"	Cash	107		17897								
Apr.	29	Thompson & X.	100		40500								
	30	Bills Pay.	19		28287								
	"	Cash	120		19258								
	"	Int. & Div. Rec.	100		43580								
	"	" " "	101		18602								
May	6	Lockwood & Lovell	105		6875								
	13	Chas. Wilson Inc.	107		8333								
	20	Standard Oil Co.	109		311								
	28	Thos. A. Edison Inc.	110		7917								
	29	Carnegie Steel Co.	111		177								
				41	8427 87							41	8427 81

Interest & Discount

1911								1911					
May	29	Balance		41	5193 37			May	31	Cash Cost	135		1559 5
	31	Bills Pay.	40		38588			June	29	" "	12		322 3
	"	Cash	135		14689			July	31	" "	31		1427 4
	"	Int. & Div. Rec.	113		43580			Aug.	9	" "	39		81
	"	" " "	"		86457				31	" "	49		1341 5
June	13	Chas. Wilson Inc. Loan	120		5333			Sept.	5	Cash	51		121
	29	Bills Pay.	71		40470				9	"	53		175
	"	Cash	134		16227				30	Stamps "	298		05
	"	Journal	124		86218				"	Cash "	65		1643 3
	"	"	"		43679			Oct.	1	"	66		20 1
July	23	N.Y. Edison Inc. Loan	133		38583				7	"	67		42
	26	Cash Book	135		5000				24	"	81		200
July	31	Bills Pay.	22		26633				31	Cash	85		30 31
	"	Cash	81		58581			Nov.	23	"	100		160
	"	Journal	134		86218				30	" Cost	102		1445
	"	"	"		43679			Dec.	5	"	104		636
Aug.	31	Bills Book	23		27303				7	"	105		250
	"	Cash	49		18614				27	"	113		348
	"	Journal	149		86218				31	" Cost	119		1445 3
	"	"	149		43679				"	P & L	200	12	9743 45
Sept.	30	Bills Book	76		41970								
	27	E.H. Weller	158		16000								
	30	Cash	65		68921								
	"	Int. & Div. Rec.	160		86218								
	"	" " "	"		43679								
Oct.	31	Bills Book	78		42075								
	29	P.A. Edison Inc.	169		750								
	31	Cash	85		11669								
	30	Int. & Div. Rec.	170		86393								
	"	" " "	171		43679								
Nov.	13	John Alcott	177		6875								
	30	Bills Book	30		36962								
	"	Cash	102		14349								
	"	Int. & Div. Rec.	181		86393								
	"	" " "	171		43679								
Dec.	31	Bills Book	32		24365								
	"	Cash	119		16732								
	"	Int. & Div. Rec.	195		86393								
	"	" "	"		43679								
	"	Sundries	196		4162								
	"	Accrued Int. & Div.	"		70656								
				13	0972572							13	0972572

Bond Interest

1910 Jan.	31	Accrued Bond Int. Acc.	50	7500000				1910 Dec.	31	Journal 19	156	9000000			
Feb.	28	" " "	59	7500000											
Mar.	31	" " "	66	7500000											
Apr.	30	" " "	80	7500000											
May	31	" " "	88	7500000											
June	30	" " "	97	7500000											
July	30	" " "	106	7500000											
Aug.	31	" " "	114	7500000											
Sep.	30	" " "	124	7500000											
Oct.	31	" " "	134	7500000											
Nov.	30	" " "	143	7500000											
Dec.	31	" " "	152	7500000											
				9000000									9000000		
1911 Jan.	31	" " "	164	7500000				1911 Dec.	30	Journal	165	9000000			
Feb.	28	" " "	175	7500000											
Mar.	31	" " "	187	7500000											
Apr.	30	" " "	197	7500000											
May	31	" " "	211	7500000											
June	30	" " "	222	7500000											
July	31	" " "	231	7500000											
Aug.	31	" " "	10	7500000											
Sept.	30	" " "	19	7500000											
Oct.	30	" " "	32	7500000											
Nov.	30	" " "	47	7500000											
Dec.	28	" " "	58	7500000											
				9000000									9000000		
1912 Jan.	31	Accrued Bond Int.	72	7500000				1912 Dec.	31	Journal	300	9000000			
Feb.	29	" " "	81	7500000											
Mar.	29	" " "	91	7500000											
Apr.	30	" " "	101	7500000											
May	31	" " "	112	7500000											
June	29	" " "	121	7500000											
July	31	" " "	137	7500000											
Aug.	31	" " "	148	7500000											
Sept.	30	" " "	160	7500000											
Oct.	30	" " "	171	7500000											
Nov.	11	" " "	181	7500000											
Dec.	31	" " "	195	7500000											
				9000000									9000000		

General Expenses

1910							
Jan	31	Cash Book	104		1 3 6 6 16		
Feb	25	"	113		5 4 9 5 40		
May	31	"	143		4 5 8 6 12		
	"	Works	68		8 7 0 2 62		
Apr	30	Cash	114		4 5 0 7 41		
	"	Works	87		6 5 5 8 92		
May	6	Hosie Bros. Co	84		145		
	31	Cash	145		4 2 6 5 15		
	"	Works	92		1 2 6 5 62		
June	7	E Meyer Jr	93		140		
	17	Stillman	95		450		
	30	Cash	160		1 0 5 4 50		
	"	Works	99		1 6 8 5 12		
July	30	Cash	174		1 4 4 5 55		
	31	Works, Rooter	108		1 6 7 4 29		
Aug	31	Cash	187		1 4 1 8 55		
	"	Works	116		2 6 5 1 09		
Sept	7	Stillman	119		2 00		
	27	Feb Upton	124		196		
Oct	30	Cash	201		1 6 7 8 22		
	"	Works	176		1 6 2 2 78		
Nov	31	Cash	215		1 9 7 1 67		
	"	Works	185		2 8 7 8 25		
Dec	30	Cash	13		2 0 7 0 85		
	"	Works	1851		2 3 7 6 56		
Dec	31	Cash	24		3 3 5 4 55		
	"	Works	1511		2 1 0 6 74		
					26 6 2 8 52		26 6 2 8 52

1911							
Jan	11	E Meyer	163		150 0		
	31	Cash Book	34		1 6 1 4		
	31	Works	168		1 5 8 0		
	31	"	169		1 5 4 2 6 0		
Feb	6	Godman Richardson	171		120 0		
	28	Cash Book	43		1 5 6 0 85		
	"	Works	176		1 2 7 6 75		
Mar	16	Vazey & Damon	182		1 5 5 0 0		
	31	Works	188		2 0 2 6 4 68		
Apr	30	"	199		1 6 4 4 50		
May	10	Cash	72		1 4 3		
	29	E Meyer	209		4 7 3 4 80		
	31	Works	212		1 5 5 7 92		
June	5	Cash Ch. Ch. Fuller	85		1 1 6		
	9	" " " Minn	97		1 2 6 2 18		
	30	Works	222		2 4 5 6 20		
July	10	Ch. Ch. Minn	102		1 4 0		
	13	E Meyer	226		1 6 0		
	31	Works	233		1 4 6 4 70		
Aug	8	E Meyer	5		1 4 2 50		
					17 4 1 7 02		

1910							
Jan	1	Cash Cinday	47		15		
Feb	11	" Cash	107		2 4 7 2		
	28	Bond Col.	258		2 8 2 2		
Apr	7	" Cash	125		3 8 4		
May	27	" "	175		4 2 9		
Aug	6	" "	176		5 5 5		
Oct	28	" "	213		6 2 5		
Dec	31	Journal	156	26 6 2 8 52			
				26 6 2 8 52			

1911							
Jan	12	Cash Stamps	27		11 8 8		
Feb	8	" (Cash)	35		1 2 9 8		
Mar	30	Stamps for inventory	217		7 7		
	"	" " "	"		1 3 7 5		
May	2	Commonwealth of Pa	200		1 3 7 0		
					2 0 6 2 9		
Dec	5	Balance		12 3 4 1 8 2			
				12 4 1 2 0 2			

General Expense

1911													
Aug.	8	Balance			12391 82	Dec.	30	Journal	65		208 42 33		
	"	Dillie Jackson & Hilliard	3		111 07								
	28	C. Meyer	9		440								
	31	Works			14 57 78								
Sept.	4	Cash	20		13 9 6 67								
	30	Works	21		2 44 01								
Oct	19	R. H. Meyer	30		1 6 2 5 33								
	31	Works	35		15 59 19								
Nov.	16	Lower Security Co	42		250								
	30	Works	49		18 0 2 7 53								
					15 52 02								
Dec	9	Cash	61		1 1 1 7 50								
	30	Works	63		19 2 6 1 37								
					14 82 52								
					208 42 33						208 42 33		
1912													
Jan.	15	Lower Security Co. of N.Y.	69		250	Aug.	3	Cash	33		247 50		
	26	C. Meyer	71		705	Dec.	16	"			1 31		
Feb.	17	Pro and Dunnin Nat.	92		1 35		31	Journal	200		2 7 4 6 5 1 5		
Mar	21	Orenthe Shelbed	89		1000								
	30	Crowell & Collins	91		50								
	"	Works	93		5 0 5 6 70								
Apr.	10	C. Union	111		116								
	17	" Garden	114		13								
	5	Lowe Collect	115		50								
	15	C. Greenburgh & Co	98		25								
	20	C. Dyer & Bright	99		100								
	30	Works	102		1 7 8 2 55								
May	22	State of N.Y.	110		100								
	29	Pro and Dunnin Nat.	134		1 50								
	31	Lower Security Co. of N.Y.	113		250								
	"	Works	115		1 7 4 1 63								
June	30	"	176		2 3 3 7 8 6								
July	9	Pelcher Wagoner &	17		60								
		Hobart Amer. Co. of Ills.	135		1 4 0 0 0 0								
	31	Works	139		22 18 01								
Aug	"	"	150		16 1 6 6 0								
Sept.	30	"	162		1 9 7 8 9								
Oct.	15	Brownth & Co. N.Y.	165		1 6 2 3 3 2 7								
	"	C. 38341	83		1 5 5 0								
	31	Works	172		1 2 5 8 8 9								
Nov.	22	Parker's Newspaper	179		1 6 3 6 7 1								
	30	Works	184		1 4 7 5 6								
Dec.	13	Bank charges	110		1 6 8 0 3 8								
					2 45								
	19	Gran Sand Co. of N.Y.	190		7 50								
	23	C. Meyer	193		8 10								
	31	Works	198		2 1 6 5 7 1 1								
					22 6 5 6 9 3						22 6 5 6 9 3		

Fertilizer Sales Expense

1912						1912				
May	31	Sales Office	115.	230 36		Dec.	31	Journal	200.	1236 80
June	30	" "	170.	62 72						
July	31	" "	138.	117 38						
Aug.	31	" "	149	334 78						
Sept.	30	" "	161.	77 50						
Oct.	31	" "	177.	117 34						
Nov.	30	" "	187.	64 75						
Dec.	10	Globe Lith. Co.	188.	20 80						
	23	State of N.Y.	192	70 00						
	"	Mercy Ins. Co.	193.	17 00						
	31	Sales Office	196	45 60						
				1236 80						1236 80

Rent, D.L.&W.

1910 Jan	19	By Bank	99.	50000	1910 Dec. 31	Journal	156.	20000	
Apr.	5	" "	124.	50000					
July	7	" "	141.	50000					
Oct	7	" "	204.	50000					
				20000					20000
1911 Jan.	14	" 306423	29	5000	1911 Dec. 30	Journal	65.	20000	
Apr.	3	" 31719	57.	5000					
July	15	" 37820	104.	5000					
Oct.	5	" 32804	34	5000					
				20000					20000
1912 Jan.	9	" 34996	76.	5000	1912 Dec. 31	Journal	200.	20000	
Apr.	10	" 36078	111.	5000					
July	9	" 368003	17.	5000					
Oct.	8	" 37954	69	5000					
				20000					20000

Reserve, Bad Debts

1910							1910				
Feb	17	Z. Bond	99		14	25	Jan.	1	Bal. #1	249	6000 00
May	5	" "	114		15	00	Oct.	20	Nassau Bank	132	2000 00
	5	" "	115		14	12	Dec	10	Cement Const. Co	148	52 50
	21		125		89	15	"	12	Geo. D. Appen	149	6057 76
Apr.	11	Brackin P. Co.	94		16	20		31	Journal	156	360 13
	21	Andy Brady & Co	77		1 55	79					
May	20	Andy Brady & Co	124		39	60					
	29	" "	124		2 55	54					
Nov.	16	Walker Const. Co	139		4 98	28					
Dec	12	Continental Const. Co	149		1 20	07					
	31	Balance			4 58	14					
					6000	00					
					6429	52					6429 52
1911							1911				
Jan.	5	Clayton Enterprise Co.	161		3	95	Jan.	1	Balance		6000 00
Mar.	3	Coal & Imp. Co.	179		94	80	Dec.	30	P. L.	65	3378 14
	7	Geo. H. Thomas	180		47	53					
	16	Harry S. Dayton	182		2 75	90					
	30	C. E. Marsh	185		2 16	63					
	31	Rhem & Ford Banking	187		14 47	15					
Apr.	10	W. C. Brance & Bro	191		73	39					
June	10	Interstate Can Co	216		5 08	55					
Aug	31	Chamberlain Pkg Co	9		1 20	41					
Sept	9	John G. Moran	15		1 64	49					
Dec.	30	Balance	65		7 11	52					
					9 378	14					9 378 14
1912							1912				
Feb	8	Granite Stone Co	76		4	57	Jan.	1	Balance		7 645 57
July	9	Jones Jacob	189		10	00	Feb.	10	Cash Claim Bot.	88	18
	23	Fayette Furn. & Ill. Co	134		1 47	9	Dec.	31	Journal	700	1 198 28
Sept	11	S. J. Larkin	154		8	19					
Dec.	31	Balance #3	137		7 784	03					
					7 784	03					7 784 03

Robt. N. Thompson.

| | | |

J. Gardner Thompson

1910					1910						
Dec	1	To Capital Acct	139	3	6	25	00	Dec	1	By Accts Recv	119	3	6	25	00

J. Gardner Thompson Compensation

1910								1910							
Dec	1	To Accts Recv	119	3	19	47	74	Dec	1	By Accts Recv	119	3	19	47	74
1911								1911							
Apr.	14	" " "	56	3	19	47	74	Apr.	30	" Log	119	3	56	74	10
													19	47	74
								1911							
								Apr.	14	Dendrico	193	3	19	47	74
					39	95	48						39	95	48
1912															
Oct.	31	N. 34141	84	3	20	06	17	Oct	30	Dendrico	83	3	20	06	17
Dec	31	Ledger # 3.	282	3	14	04	32	Dec	30	Inst & Acc	61	"		200	62
								1911							
								Dec.	31	" "	196	3		140	370
					21	46	60						21	46	60

Accounts Recv Thompson Dr

1910								1910							
Dec	1	To Capital Acct	119	3	6	25	00	Dec	1	By Accts Recv	119	3	6	25	00

Accounts Recv Thompson Cr Compensation

1910								1910							
Dec	1	To Accts Recv	119	3	19	47	74	Dec	1	By Accts Recv	119	3	19	47	74
1911								1911							
Apr.	14	" " "	56	3	19	38	71	Apr.	30	" Log	119	3		24	65
														38	71
								Apr.	14	Dendrico	193	3	19	38	71
					19	47	74						19	47	74
1912															
Oct.	31	C. 34139	45	3	27	21	16	Oct	30	Dendrico	83	3	10	20	87
								1911							
	"	N. "	84	3	19	38	71	Dec	30	Inst & Acc	61	"		97	39
1912								1911							
Dec.	31	Ledger # 3.	283	3	6	81	71	Dec.	31	" "	196	3		68	17
					10	71	25						10	71	25

Marion & Rumford Branch

1910 Jan	1	To Capital Stock	114	3	12	00	00	1910 Jan	1	By Ass. Day	1193	3	12	00	00

Marion & Rumford Branch Earned A/c

1910 Jan 1910	1	To Ass. Day	142	9	73	71		1910 Jan	1	By Ass. Day	142	9	45	06			
										Loss	143		27	65			
April	14	" " "	56	9	38	41		1911 April	14	Dividend	193	9	38	41			
				19	47	74	2					19	47	74	2		
Oct	31	" 24140	458		29	21	6	Oct	30	Dividend	334	10	08	08	7		
1912	"	N- "	98	9	38	41		Dec 1912	30	Int & Disc	61		97	39			
Dec	31	Ledger #3	284	6	81	71		Dec	31	" "	196		68	43	7		
				10	71	25	8					10	71	25	8		

Rohatong R. R. Co.

1910 Jan	1	Ledg. #1	801	8	89	64	4	1910 Nov	28	Plant & Fixtures	142	4	06	24			
	31	Works	534	4	18	00	0	Dec	31	Int & Disc	155	1	67	32	5		
1912 Dec	31	Ledger #3	275	5	46	71	4	1912 Dec	30	" "	61	1	58	69	3		
									31	" "	196	1	89	62	3		
				9	53	33	8					9	53	33	8		

A. B. Hoover.

1910 Jan.	1	Ledg #1	304	75000	1912 Dec.	31	Ledger #3	207	25000

Geo. D. Balmer, Agt.

1910 Jan.	1	Ledg. #	3128	6066 40	1910 Jan	1	By Employees	46		600
	12	Cash	97	600	Apr.	5	Hundred Journal	71		1100
	15	"	"	6666 60		11	" "	72	6136 40	
Feb	11	" Jacksonville 46	1078	5040 00	May	6	" "	84	2000 00	
	23	"	1108	7040 00	June	7	Jury Hands	93	2500	
	25	"	1138	7666 60	July	13	Cement Sales	106	9146 60	
Mar	4	"	1148	7500 00	Aug	29	Ind. Ndlg. 26	138	2000 00	
	12	"	1168	9600 00	Sept	2	" " "	176	1700 00	
	17	"	1178	12000		7	" " "	17	1000 00	
	31	"	1238	9666 60	Oct	12	" " "	1308	6392	
June	9	"	1528	2000	Nov.	18	Cement Sales	1408	300	
July	14	"	1628	600		28	Ind. Handling 26	1418	21875	
Aug	18	"	1746	3700 00		28	" "	1426	1000	
	22	"	1757	2400 00	Dec	15	Cement Sales	1498	570	
	23	"	1768	6666 60		15	Ind Handling	1508	95700	
Sept	1	"	1927	600		27	"	1528	8999	
	12	"	1939	6666 60	1911 Jan	9	Sum. Journal	1627	5130	
Oct	14	"	2098	6466		16	Ind. Ndlg 26	1635	5700	
	17	"	2096	9500 00		17	Do	1648	64400	
	25	"	2138	2166 25		21	Cash	2716	7552	
Nov	22	"	9	500		26	Ind. Ndlgs 26	1665	55200	
	25	"	116	1666 60	Feb	16	" "	1732	22613	
Dec	21	" Jacksonville 26	2250	10000 00	Mar.	20	" "	1838	2700	
	27	"	" 14	1630 00						
1911 Jan.	31	Refund on Kilns	1531	2552		8	Cash	5932	1113	
	4	Cash	2576	14500 00		10	Ind. Ndlgs 26	1972	21375	
	10	30654/5	2711	3130			" " "	" 23	1500	
	17	30672	" 13	55200		12	" "	1922	4693	
	17	30743	3112	5700		15	" "	1935	60000	
	18	30752	" 20	14493 00		22	" "	1956	14500	
Feb	6	30902	3654	2261 03	May	12	" "	2037	60000	
Mar.	9	" 31307	4638	2148 88	June	10	" "	2152	42750	
	25	" 31558	5038	2222		14	check cancelled	2017	91375	
Apr.	4	" 31745	5438	21375	Oct	4	Ind Ndlgs 26	2530	25700	
	10	" 31775	6035	1500						
	13	" 31900	6235	60000						
	4	" 31901	" 24	4693						
	25	" 31959	6635	21375						
May	23	Cancels Cr 5/12	2067	60000						
June	7	c- 32369	86 20	91375						
				2297564						2297564

M. M. Hunter, Agt., Brownsville, Ga.

1911 June	19	c- 32690	932	91375	1911 June 13	Cash	954	91375
	22	" 32664	944	91375	25	Ind Ndlgs 26	2202	70000
				182750	July 13	" " "	2272	91375
								182750

4/30/10 Continuing from 6394.50
9/28/10 " " 500.00
8/4/10 " " 300.00
6794.50

6794.50
6000.00 return 2/9
6076.70
6794.50
12870.20
1910.35
10959.85

C. Meyer, Mar of Sales

1910						1910					
Jan.	1.	Bal #1	314.	15	74451	Jan.	31.	Sales Off. Reg.	39.	94	35554
	6.	Cash	95.	2	69569	Feb.	24.	Hacker Sales Book	50.		
	11.	"	95.	2	06702			28. Sales Off. Reg.	41.	97	53537
	17.	"	90.	1	74465	Mar.	31.	" " "	43.	1	87 17239
	26.	"	100.	5	2243 11					7	28 4155
	28.	"	101.	11	6584 43	Apr.	13.	Sundries Jour.	73.		79.05
July	4.	"	105.	19	0979			26. Gossowski	77.	28	6398
	9.	"	106.	2	620.54			30. Sales Off. Reg.	46.	59	9416
	16.	"	109.		506.68	May	9.	Hysterchen Bros.	54.		2340
	22.	"	110.	5	27450			16. Cement Sales	82.		350.
	24.	"	"		17.45			24. Cash	105.	5	1754
	26.	"	112.	70	2644			31. Sales Off. Reg.	47.	4	9372
May	5.	"	114.	1	27469	June	6.	Cash	150.		165
	10.	"	116.	8	1114		21.	"	157.		1525
	16.	"	117.		59074		7.	Sundry	93.		2.75
	18.	"	"	1	40415		30.	Sales Off. Reg.	49.	5	2585
	26.	"	122.	54	6256	July	31.	" " "	50.	2	2744
Apr.	21.	Sugar & Syrup (E.I.)	96.		6200	Aug.	17.	Sundries	111.		3550
	23.	Sales office Sh.	"		1250			(Freeman)		6	5 [illegible]
	2.	Cash	124.	4	07226						
	13.	"	125.		40555						
	14.	"	"	1	02205						
	20.	"	"	2	35570						
	21.	"	132.	1	59150						
	14.	"	133.		7905						
	28.	"	134.	40	2664						
May	9.	"	135.	3	2529						
	11.	"	136.		2340						
	12.	"	"		95530						
	13.	"	139.		1735						
	17.	"	"		72254						
	20.	"	140.	2	110.69						
	25.	"	141.	1	4553						
	31.	"	142.	40	2665						
June	3.	"	149.	1	790.45						
	8.	"	150.	17	1174						
	10.	"	152.		450.39						
	15.	"	154.		17.62						
	21.	"	155.		309.445						
	29.	"	160.	51	2664						
July	7.	"	161.	1	495.61						
	12.	"	162.	2	475.21						
	15.	"	163.	19	4146						
	25.	"	164.	42	2646						
	27.	"	170.	49	5672						
Aug.	4.	Cash & Discs.	110.		220						
	5.	Cash	175.	4	7479						
					5774						
				79	9579					79	9579

E. Meyer Mgr. of Sales

1910						1910					
Aug.	17	By Baccarat	213		675844	Aug.	31	Cash Rec.	51		925277
	18	" Bal.	144		1470004	Sept.	20	" "	53		1878892
	22	"	145		1470853	Oct.	5	Nat. Stock Yards Co.	128		4000
	24	"	146		1005664		20	" "	132		
					1011669						1170987
Sept.	1	"	147		224165		31	Cons. Rep.	55		2948519
	11	"	193		4284649	Nov.	23	Nat. Stock Yards Co.	141		4078
	12	"	194		1433470		15	Bal.			2337777
	19	"	196		4744111		30	Sales Off. Rep.	57		3998563
	21	"	"		2954749	Dec.	31	" " "	58		1111100
	27	"	197		1298333	Jan.	11	Nat. Stock Yards Co.	165		4408
	30	"	201		2561449		16	Cash advanced Sales Dept.	28		2800
Oct.	6	"	204		2234742		31	Sundries Rep.	168		4987
	11	"	205		1011242		31	Sales Off. Rep.	61		4853987
	12	"	206		467.50	Feb.	21	Nat. Stock Yards Co.	174		1571
	19	"	209		70000		9	Cash advanced	37		10000
	24	"	210		3277741		8				
	25	"	213		2161042		28	Sales Off. Rep.	62		6256624
Nov.	5	"	1		4711.42	Mar.	8	Cons. 25665	181		10000
	8	"	3		3411.73		9	Cash at Bank	46		60000
	14	"	7		1034.41		10	"	"		1440
	21	"	9		3347.21		17	Nat. Stock Yards Co.	183		3440
	25	"	11		5129.93		31	Sales Off. Rep.	63		8390.58
Dec.	6	"	16		2122.41		"	Balance	165		1000975
	9	"	18		2033.41						
	10	"	20		50000						
	14	"	21		469.49						
	17	"	22		10000						
	21	"	"		1712.5						
1911	29	30450 f/c	23		3049.11						
Jan.	9	30502	36		402220						
	17	B.L. 40 1/2	39		5873.64						
	26	30824	33		3389.10						
	30	30828	"		38794						
	31	30833	34		5847.26						
Feb.	6	" 30900/4/5	36		80512						
	9	" 30914/5	37		1258.21						
	17	" 31070/1	39		469.60						
	20	" 31093	40		2541.45						
	22	" 31117	41		15.71						
	24	" 31128	"		7184.48						
Mar.	3	" 31196	44		80512.0						
	8	" 31300	46		1000.00						
	"	" 31306	"		12142.79						
	13	" 31439	49		1741.41						
	20	" 31540/1	51		31151.02						
	28	" 31552	53		60000						
					1175566						
					7797561						7797561

Emanuel Meyer, Mgr. of Sales

1911						1911					
April	1	Balance	144		1403976	Sept.	19	Nat'l Stock Yards Co.	194		45116
	1	" 31717	57		469.36		24	" "	195		6104
	9	" 31755/3	59		4489.85		30	Sales Off. Rep.	64		8855558
	12	" 31899	62		63.373	May	29	Sundries	209		4615
	16	" 32000/1/2/3	66		4025.58		31	Sales Off. Rep.	65		2452258
May	5	" 32030	70		381.69	June	10	P.O. Stock Corp.	215		500
	12	" 32100 & 1	73		6648.01		28	Cider	220		4020
	28	" 32289/90	79		3393.43		30	Sales Off. Rep.	66		1755552
June	7	" 32365/6/7	86		40.70.94	July	13	Gin Corp.	226		3690
	20	" 32601	93		1325.33		31	Sales Off. Rep.	67		770517
	29	" 32761/7	97		2148269	Aug.	8	Sundries	5		9530
July	10	" 32780	102		4032.49		"	Cl. Sales	"		1441
	15	" 32829	104		160		"	Lewis & Sullivan	"		63
	22	" 32983/4	110		7833.37		28	Sundries	9		5326
	27	Int. & Div.	250		20.8		31	Loyal Comb. Co.	"		27500
	28	C 33092	112		3307.24		"	" Sales Off. Rep.	68		509065
Aug.	10	" 33257/3/4/6	7		3309.92	Sept.	18	Loyal Comb. Co.	16		2400
	22	" 33311	11		1011.09		26	" " " " ck.	30		2883
	24	" 33475	14		2915.88		30	Sales Off. Rep.	69		1343.71
	30	" 33484/5	16		6988.76	Oct.	18	Loyal Comb. Co.	29		12075
Sept.	7	" 33527/8/9	20		2574.96		"	" " " "	"		10000
	11	" 33532	22		1840.49		24	Sundries	31		6311
	22	" 33726	29		150000		31	"	33		1744
	28	" 33761	31		150000		"	Sales Off. Rep.	70		512264
	"	" 33764/4/5	"		1987.67	Nov.	10	Nat'l Rent Co.	40		225
Oct.	3	" 33791	33		398.26		"	Loyal Comb. Co.	"		221.10
	11	" 33848	37		2647.52		16	Do	41		20000
	18	" 34006/7	40		1458.12		27	Sundries	47		2540
	24	" 34045	42		100.00		30	Sales Off. Rep.	71		1726.52
	27	" 34113	44		631	Dec.	9	Loyal Comb. Co.	51		5800
	"	" 34114	"		2827.74		13	Do	54		20000
Nov.	8	" 34151/2	49		5424.3		30	Sales Off. Rep.			1785.55
	9	" 34153/4/5/6	49		233665		"	Balance			2338.74
	14	" 34168/9	50		412.13						
	17	" 34208/9	52		200.00						
	28	" 34351/2/3	56		4148.43						
Dec.	18	" 34528	63		28.00						
	14	" 34562/3	"		866.347						
	21	" 34710	66		526.95						
	29	" 34850	71		8004.89						
					7523934						7523934
1912						1912					
Jan.	1	Balance	75		2338.74	Jan.	9	Sundries	67		6247
	9	" 34934/5/6/7/8	"		660.02		26	Loyal Comb. Co.	71		15900
	17	" 35036/7	77		2233.01		"	" Nat'l Stock Yards Co.	"		1521
	22	Int. & Div.	70		155		8	Loyal Comb. Co.	67		240034
	26	" 35200	81		5630.1		31	Sales Off. Rep.	73		7737.85
	29	" 35235/6	84		2250.43		"	Balance			2239.97
					10442.78						10442.78

Emanuel Meyer. Mgr. of Sales. Contingent Fund.

1912 Feb.	1	Balance	165		2	2819.1	1912 Feb.	8	Loyal Bonds Co	76	11079
	6	c. 35344/5/6/7	87			368942		9	Do	77	1655
	14	" 35449/10/11/12	90			93637		14	Do	78	5000
	16	" 35497	91			46569		29	Sales Off. Pay	74	7221.11
	27	" 35566/7	94			3330.78	Mar.	4		54	6050
Mar.	4	" 35589	96			18345.0		13	Luyg	88	1594
	18	" 35804/5/6	101			16596.40		30	Sales Off. Pay	75	7711.41
	22	" 35917-8-9-20	105			1615.8	Apr.	15	Hdw. Wholes. Exp.	95	1692
Apr.	10	" 36040/20/1	111			96697		20	Loyal Co.	99	100
	24	" 36100/1/2/3/4	116			3574.78		30	P.O. Express Adv.	101	1750
	29	" 36180	118			4583.85		"	Sales Off. Pay	76	7786.75
May	16	" 36337/3	129			1470.20	May	9	Loyal Bonds Co	106	13875
	4	" 36403/3	131			146.25		15	Hdw. Wholes. Exp.	"	1994
	8	" 36513	132			329200		20	Loyal Bonds Co	109	37166
	13	" 36569	136			51464		28	Do	110	15625
	21	" 36657/6/7	138			16464.9		31		113	32051
	28	" 36689	134			3897.36		"	Sales Off. Pay	77	7371.45
Jun.	5	" 36447/8/9/10	5			21504.4	June	10	Loyal Bonds Co	120	1653.54
	11	" 36500/10/11	5			2791.08		13	Do	"	20775
	18	" 36634/5	9			7879.4		19	Do	122	24724
	20	" 36674	10			20762.0		"	Do	"	4876
	25	" 36747/8/9	11			15472.2		26	Do	123	10963
	26	" 36766/7	12			181.31		"	Hdw. Wholes. Exp.	"	2168
	28	Exchange 2810 Co.	125			19.00		27	Empire Ins. Co.	124	19100
July	3	c. 36791/2	15			4364.0		30	Sales Off. Pay	78	7614.99
	16	" 36970	23			4980.6	July	12	Loyal Bonds Co.	131	49806
	18	" 37015/6	24			1865.09		23	Do	133	54465
	23	" 37115/9	26			4580.86		31	Sales Office Pay	79	7655.91
Aug.	1	" 37140/1	32			5304.2	Aug.	7	Wm. Coffman Adv. Co.	161	8170
	6	" 37207	34			3313.89		12	Loyal Bonds Co.	163	78664
	9	" 37345/6	38			136.83		16	Do	164	76145
	16	" 37380	41			6524.8		28	Do	166	10212
	20	" 37382/7	43			1415.74		"	Do	"	19075
	23	" 37535	45			1911.31		24	Hynes Furs Co	"	4050
	29	" 37589/9/90	47			3333.7		28	Loyal Co. Co.	167	1449.32
	29	" 37603/4	48			2541.7		"		"	10455
Sept.	4	" 37619	50			6544.0		31	Sales Off. Pay	80	7747.76
	10	" 37765/70	55			33747.8	Sept.	11	Hdw. Wholes. Exp.	154	7870
	12	" 37775/6/7	56			31.66		"	Loyal Bonds Co.	155	78496
	24	" 37837	67			4798.57		19	Do	157	17060
	"	" 37863/3	62			29.50		"	Do	"	17447
	28	" 37975	64			7446.72		30	Sales Off. Pay	81	7695.37
Oct.	2	" 37979	66			1564.20	Oct.	9	Loyal Bonds Co.	164	11055
	9	" 37964/5	69			190.48		"	Do	"	30090
	15	" 38041/2/3/4	72			1100.44		"	Do	"	37835
	19	" 38219/20/1/2	79			2832.98		18	Do	165	37147
	24	" 38254	81			1404.49		"	Do	"	24776
	25	" 38201	82			4340.6		25	Balance	169	1006937
						780165.1					780165.1

Emanuel Meyer. Mgr. of Sales.

1912 Oct.	25	Balance	166		10069.37	1912 Oct.	25	Loyal Bonds Co.	168		41016
	28	c. 38343	83		870.63		"	Do	169		1000.0
Nov.	2	" 38386	86		16444		30	Do	171		14617
	12	" 38415	90		2417.01		31	Sales Off. Pay	82		7627.17
	15	" 38583	94		33280	Nov.	8	Loyal Bonds Co.	175		38777
	18	" 38667	96		1627.41		30	Sales Off. Pay	83		7516.61
	22	" 38876	80		1737.98	Dec.	23	Loyal Bonds Co.	193		2735
Dec.	6	" 38922/3/4	104		340.63		31	Sales Off. Pay	84		7365.74
	12	" 38952/3/4/5/6/7/8	107		4777.7		31	Ledger #2	209		2862.88
	13	" 39130	110		4987.2						
	23	" 39348	116		2801.12						
	31	" 39413	119		963.80						
					2625525						2625525

North American Port. Co.

1910 Jan.	1	Bal.		3151	69	17	89	1911 Jan.	4	Cash	357	170	79
	4	Int.	C.R.	2192	7	7	28		12	"	271	673	89
					707	06	68	Feb.	1	"	351	185	00
												707	06

Robert H Thompson Income Acct

1910						1910					
Jany	1	To Bills Pay	4%	91,500.00		Jany	4	By Bills Rec	45%	18,600.00
		"	5%	91,500.00			17	" Int	5%	3,600.00
	31	" Int	5%	36,000.00						1,900,000.00
				1,900,000.00		Apr.	15	Accrued Bond Int	7%	900.00
April	1	" Bills Pay	4%	91,500.00			"	" Div	7%	315.00
	21	" "	4%	94,500.00			30	" Bills Rec	4%	27,000.00
		" "	"	94,500.00				" Int	"	675.00
		" "	"	94,500.00		May	31	" Bills Rec	4%	37,800.00
				3,780,000.00						3,780,000.00
May	31	"	4%	37,800.00						

Robt H Thompson Estate
Sarah Thompson, Executor

1914										
Apr.	1	N 26197	16%	3,762,000.00	Apr.	29	Dividends	10%	3,762,000.00
Oct.	1	" 37943	27%	900,000.00	Oct.	9	do	16%	900,000.00
Dec.	31	Ledger #3	289	182,790.00	Dec.	31	Bal to Disc.	196	182,790.00
				4,844,790.00					4,844,790.00

Thomas H Edison Income Acct

1910						1910				
Jany	5	To Bills Pay	7%	10,612.00		Jany	25	By Bills Rec	5%	3,812.00
	10	" "	5%	10,612.00			29	" Int	"	30,134
	21	" "	4%	5,000.00			31	" "	"	10,200
	31	" "	5%	44,486.00			26	" Bonds	10%	67,000
	25	" "	4%	67,000.00		Feby	23	" Bills Pay	5%	1,061.00
	31	" Bonds	10%	10,200.00			24	" "	5%	1,400.00
Feby	21	" Bills Pay	11%	10,432.00			25	" "	5%	30,604
	22	" "	4%	10,612.00				" Int	5%	526.44
	25	" "	5%	54,216.16		Mar	10	" Bonds	17%	67,000.00
			13%	6,832.00			29	" Bills Pay	6%	7,242.45
Mar	1	" "	5%	7,446.00				" Int	"	50,513
	3	" "	1%	10,432.00		Apr	12	" Bonds	17%	67,000
	7	" "	1%	10,432.00			16	" "	129%	51,000
	11	" "	1%	10,432.00			20	" Bills Pay	7%	6,804.22
	17	" "	1.14%	47,000.00				" Int	"	16,457.6
	19	" "	1%	9,450.49		May	17	" Bonds 19	19%	67,000.00
	22	" "	1%	10,432.00			31	" Bills Pay	4%	12,197.5
	26	" "	1%	10,432.00				" Int	"	22,499.91
	11	" Bonds	117	7,761		June	30	" Bills Pay	96	22,499.56
	24	" "	121	261				" Int	97	00,545
April	4	" Bills Pay	16%	7,446.00		July	6	" Bonds	112	51,000.00
		" "	1%	10,432.00			19	" "	165	47,000.00
	9	" "	1%	6,670.00						
	12	" "	1%	10,432.00						
	15	" "	17%	57,000.00						
	18	" "	1%	9,450.40						
	21	" "	1%	10,432.00						
	24	" "	1%	10,432.00						
	13	" Bonds	127%	11,116						
	18	" "	128%	7,712						
	1	" Bills Pay	16%	9,115.56						
May	26	" Bonds	145%	10,200						
	5	" Bills Pay	22%	10,432.00						
	10	" "	1%	10,432.00						
	16	" "	1%	5,611.00						
	20	" "	1%	5,000.00						
	21	" "	1%	44,486.00						
	26	" "	28%	67,000.00						
June	20	" "	26%	1,114.905						
	22	" "	1%	10,930.47						
	27	" "	1%	5,574.52						
July	1	" "	19%	44,486.00						
		" "	1%	6,673.07						
	4	" "	1%	7,657.11						
	5	" "	1%	5,000.00						
	6	" "	1%	10,609.00						
		" "	1%	1,114.905						
	7	" "	1%	1,114.905						
	15	" "	1.10%	47,000.00						
				442,917.57						355,179.77

Thomas A. Edison Library Notes

1910																													
July	11	B. Ang. Ford					177	4	42	29	19	67	July	11	Ang. Ford				177	3	55	19	39	99
		Book Day					30			10	60	90		30	Book Day				105	13	2	40	92	27
	19									1	01	10			Library							3	77	21
	22									10	41	57	Aug.	11	Book & D				174			6	7	00
	26									11	49	05		17					122			5	10	00
Aug.	7						12			10	60	90		30	Book Day				114			4	11	14
										7	63	31			Library							2	45	50
	15									11	49	05	Sep.	15	Book Day				121			11	79	50
	9									6	67	00			Library							2	52	39
	12									11	49	05		21	Book				122			5	22	00
	16						33			5	10	00		27	Book				177			6	7	00
										10	60	90	Oct.	21	Biles Bus. Ref.				131			62	22	29
	15									11	49	05	Nov.	23	Dunderdale				141			79	62	15
	21									11	49	05	Nov.	5	Book & D				4			5	10	00
	24									11	49	05		18					4			47	00	00
Sep.	20						36			5	10	00	Dec.	10					17			6	7	00
	26									6	47	00	1911	17					19			5	5	00
	14									79	96	97	Jan.	26	Biles Pay. & Bus.				165			5	20	00
	21	Book					196			10	20	0		28	Book & D				338			4	87	00
Oct.	15	Book Day					38			62	22	91		31	Biles Pay. & Bus.				169			7	78	13
Nov.	5						11			5	10	00	Feb.	2	" "				171			16	78	25
										11	49	05	Mar.	9	Book & Bus.				46			5	10	00
	17									79	62	15			" "				52			4	70	00
Dec.	9						43			6	67	00		27	Biles Pay. & Bus.				194			69	34	68
	16									5	10	00	Apr.	11	Book & Bus.				61			6	67	00
1911										5	36	16		19	" "				64			5	10	00
Jan.	16	Book	208	20	336					10	20	0		26	Bus. & Ref.				194			71	27	82
	20	Biles Pay.			465					5	10	00	May	24	" "				205			52	02	00
	26	" "								4	87	00		27	G. & D.				50			6	7	00
Feb.	10	" "								15	73	13		31	Dunderdale				21			8	93	25
Mar.	6	" "					52			5	10	00	June	27	Sick				1			15	37	1
	17	" "								4	70	00		30	Biles Pay				224			51	23	37
	15	" "								129	43	68	July	7	G. & D.				101			5	10	00
Apr.	10	" "			55					6	67	00		18	" "				107			4	70	00
	17	" "								5	10	00		11	Sick				8			4	38	11
	14	" "								376	27	82		21	Bound B. Pay				238			98	93	75
May	19	C-32249			77					10	20	0	Aug.	10	G. & D.				7			6	7	00
	20	Biles Pay			57					5	10	00		19	" "				10			5	10	00
	26	" "								6	67	00		14	Sick				4			32	20	39
	18	" "								87	09	95		24	Biles Pay				9		107	346	75	
	21	C 32292			52					7	7	20												
June	27	Biles Pay			1					15	77	52												
July	6	" "			38					5	10	00												
	17	" "			6					4	70	00												
	11	" "			5		16			16	67	82												
Aug.	9	" "			46					6	67	00												
	16	" "			4					5	10	00												
	14	" "			5		110			56	66	14												
							17	1	10	0	1	9	18						17	1	10	0	1	9	18

Thos. A. Edison, Business Notes

Sept.	20	Biles Pay			6					5	10	00	Sept.	15	Sick				6			5	10	00
	X	"			"					68	70	00		26	Dunderdale				17	1	10	8	63	88
	15				"		10			65	39	99		29	G. & D.				31			6	7	00
	13	C 33666			75					19	20	0	Oct.	14	Sick				8			21	36	85
Oct.	14	Biles Pay			8		7	1	1	1	1	57		24	Biles Pay. J.				32			7	17	82
							18	2	0	2	8	56							119	2	0	5	9	5
Oct.	31	N 34128			8		13	4	4	0	69	10	Oct.	20	Dunderdale				93		34	0	68	10
Nov.	6	Biles Pay			10					5	10	00	Nov.	7	G. & D.				48			5	10	00
	17	"			"					47	00	00		18	" "				53			47	00	00
Dec.	9	"			12					66	70	00	Dec.	12	" "				62			66	70	00
	16	"			"					5	10	00	1911	19	" "				66			5	10	00
1911										6	57	1	Jan.	20	Sick				14			10	20	0
Jan.	18	C-35071			79					10	20	0		23	Biles Pay.				14			5	10	00
	20	Biles Pay			14					5	10	00		26	G. & D.				84			68	70	00
	26	" "			"					68	70	00	Mar.	6	" "				98			5	10	00
Mar.	5	" "			16					5	10	00		19	" "				103			47	00	00
	18	" "			"					47	00	00	Apr.	10	" "				111			66	70	00
Apr.	9	" "			17					66	70	00		18	" "				114			5	10	00
	16	" "			"					5	10	00	May	22	Biles Pay				19			5	10	00
May	20	" "			19					5	10	00		26	Sick				5			10	20	0
	27	" "			"					68	70	00		28	G. & D.				134			68	70	00
	16	C-36325			12					19	20	0	July	6	" "				16			5	10	00
July	5	Biles Pay			22					5	10	00		18	" "				5			47	00	00
	17	" "			"					47	00	00	Aug.	12	" "				40			66	70	00
Aug.	9	" "			23					66	70	00		19	" "				43			5	10	00
	16	" "			"					5	10	00	Sept.	20	Sick				7			10	20	0
Sept.	20	" "			26					5	10	00			Bills Pay				75			5	10	00
	26	" "			"					68	70	00		27	G. & D.				60			68	70	00
	16	C-37817			5					19	20	0	Nov.	7	" "				88			5	10	00
Nov.	15	Biles Pay			7					5	10	00		19	" "				96			47	00	00
	19	" "			"					47	00	00	Dec.	10	" "				106			66	70	00
Dec.	9	" "			21					66	70	00		18	" "				112			5	10	00
	16	" "			"					5	10	00										146	56	40
										146	56	40												

Edison Manufacturing Co

1910							1910					
Jan	24	3	Bill Lading	5	5	5000.00	Jan	11	Bill Lading	51	5	1000.00
	31	.	Cash	104		10000		.	. Bill Lading	54	5	500000
Feb	11	.	Bill Lading	114	5	500000	Feb	22	. . .		5	500000
March	5	.	Cash	114	5	99.17	March	3	Lost & Stick	62	5	99.17
						10199.17						10199.17

Cement Works, Jacksonville, Fla.

1910										1910								
Oct.	28	1000	@	60½	60.		60	20	0	Oct.	28	460	@	60½	60.		159	00
1911																		
Jan.	31	6000	@	69	170.		419	40	0	Apr.	30	69	"	"	81.		41	64
										June	30	10	"	"	95.		9	50
										Aug.	31	282	"	"	115.		269	89
										Dec.	31	306	"	"	153.		184	21
										Oct.	28	4000	"	69	177		419	40
		7000					479	60	0			7000					479	60

Expense: Repairs Acc.

1910				1910			
Dec. 31	Journal	Lc.	3369027	Dec. 31	Journal	1c.	3369027
Dec. 30	"	63	1077772	Dec. 30	Journal	6c.	1077772
Dec. 30	"	92	3294180	Dec. 31	Journal	9c.	3294180

Cement in Churchwell, Stockton Springs, Me.

1910 Mar	31	2375	@	.66½	69.	1	5	8	8	8	1911 Apr.	30	1787	@	.66½	81.	8	6	7	6	6
May	31	2558	"	.57½	91.	1	9	4	6	9	May	31	1653	"	"	91.	9	8	3	0	4
1911 July	31	1600	"	.62½	211	1	0	0	1	6	June	30	1532	"	"	98.	9	4	5	8	7
		6933				5	3	4	4	8	July	31	1203	"	"	107.	8	2	2	9	1
											"		437	"	.69½		3	0	1	8	7
											Aug.	31	1698	"	"	115.	1	9	5	5	7
											Sept.	30	170	"	"	125.	2	1	2	5	2
											Oct.	31	103	"	"	136.	1	4	0	8	8
											Nov.	30	110	"	"	144.	1	5	8	4	0
											Dec.	31	285	"	"	212.	4	0	4	2	0
											1912 Jan.	30	110	"	"	223.	1	6	5	6	7
											Feb.	31	110	"	"	232.	1	6	5	6	7
											Mar.	31	270	"	"	12.	3	2	4	0	0
													118	"	626	"	1	7	3	5	7
											Apr.	30	260	"	"	21.	3	9	6	3	6
											May	31	150	"	"	35.	2	0	2	5	0
											June	30	467	"	"	103.	6	7	5	3	4
											July	31	3493½	"	"	115.	4	0	1	7	4
											Aug.	30	244	"	"	116.	3	4	2	4	4
		5975				3	7	8	4	4			5975				3	7	8	4	4

Copeland Barge

1912 June	7	1800	118	18000	1912 June	14	2328	279	23280									
	14	528	121	5280														
		2328		23280			2328		23280									

Purchases Cement.

1910							1910						
Apr.	11	2010 lbs @ 1.20	97.		19 86 60		Apr.	30	Sales Rec.	1898	286.		13 896 60
	12	1639 " " "	"		9 8 340		May	31	" "	622	289.		4 62 54
	13	1750 " " "	73.		10 50 00								
	"	2287 " " "	"		13 72 20								
	15	1547 " " "	74.		9 28 20								
	16	692 " " "	"		4 15 20								
	21	795 " " "	75.		4 77 00								
	"	1117 " " "	76.		6 70 20								
	26	1489 " " "	77.		8 93 40								
	26	1416 " " "	"		8 49 60								
	27	1717 " " "	"		10 30 20								
	28	782 " " "	"		4 69 20								
	30	458 " " "	80.		2 74 80								
		13 6 27			37 56 20								
May	6	1327 " " "	81.		7 96 20								
		13			45 52 40								
Dec.	31	Journal	106.		20 94 64								
					138 59 44								138 59 44
1911							1911						
June	21	Journal 1500	219		24 45 00		June	15	Journal 1500		216.		24 45 00
	30	" 1229 3/4	222		8 08 41		"	30	Sales Rec. 1229 3/4		294.		8 14 04
July	31	" 187 1/2			3 78 86 1/2		"	31	" " 187 1/2		"		3 12 20 20
Aug.	31	" 823 3/4	11		5 54 44		Aug.	9	Journal 2642		4		16 96
Dec.	11	Expenses	52		3 47 73		"	11	" 5644		"		34 00
									1500				
							Dec.	30	B.L.				39 57
					34 71 72								34 71 72
1912							1912						
June	7	450	115		27 90 00		June	29		582	278		26 99 2
	14	132	121		8 18 40		Sept.	30		1992	300		13 94 40
Sept.	11	600	154		42 00 0		Dec.	31			300		1 53 82
	12	340	156		23 80 00								
	29	542	159		46 07 0								
	"	510	160		43 86 0								
		2574			191 81 4					2574			191 81 4

W. H. Shelmerdine. (Company A/c)

1911							1911						
Apr.	1	Bills Pay.	55		3 10 50 0		Mar.	27	Accts & Bills Rec.	184		2 00 00 0	
	14	" "	56		3 19 8 15		Apr.	13	Sub.	192		10 50 0	
Oct.	2	N 32780	8		2 10 50 0			14	Dundrieu	193		3 19 8 15	
							Oct.	2	Accts & Bills Rec.	23		3 00 00 0	
								"	Sub.	8		10 50 0	
					9 40 9 15							9 40 9 15	
Oct.	31	N 34129	84	20	3 15 5 79		Oct.	30	Dundrieu	33	20	3 15 5 79	
Apr.	1	" 35999	17		2 00 00 0		Apr.	1	Accts & Bills Rec.	95		3 00 00 0	
Oct.	1	" 37944	24		3 00 00 0		Oct.	9	Do.	164		3 00 00 0	
Dec.	31	Ledger #3	285		1 39 895		Dec.	31	Sub.	176		1 39 895	
					27 71 474							27 71 474	

Wm. N. Shelmerdine

1910							1910				
April	1	To Bus Dep	17		3	5	3	40	April	15	accrued Bond Int	73			3240	00
	20	" " "	14		5	7	4	00		"	Int	74			1180	40
	"	" " "	19		5	8	6	99		29	Bus Dep	79			6486	50
May	1	" " "	29		10	7	9	49		"	Int	"	"		2049	49
1911	25	" " "	40		10	6	5	60	Oct.	31	accrued Bond Int	131			20000	00
Apr.	14	" " "	66		11	0	6	19		"	Int & Disc	132			1050	00
1912	2	To balance c/d	23		20	0	0	00		"	Bus Dep	133			10197	39
Dec.	31	Ledger #3	285			20	3	16	1911		Int & Disc	134			21123	
									Apr.	14	Bondrev	193			11006	19
									Oct.	2	accrued Bond Int	23			3000	00
									Dec.	30	Int & Disc	61			20316	
					38	3	7	4	36					38	3	7	4	36

E. C. Miller

1910							1910				
April	1	To Bus Dep	17		3	4	5	50	Sept.	15	Acc. Bond Int	73			61	00
	23	" " "	21		4	6	5	50		"	Int	74			28	35
	"	" " "	5		10	2	5	45		29	Bus Dep	79			10245	45
May	1	" " "	40		10	7	4	77		"	Int	"	"		5477	
1911	25	" " "	40		10	7	4	77	1911							
Apr.	14	" " "	66		28	9	1	69			Int	114			4177	
									Apr.	14	Bondrev	193			2891	69
					94	2	4	86						94	2	4	86
Oct. 1912	31	N. 341 31	8		28	9	8	44	Oct.	30	Bondrev	93			28	9	8	44
Dec.	31	Ledger #3	286			20	2	26	Dec.	30	Int & Disc	61			2889	
										31	" "	196			17337	
					30	9	1	70						30	9	1	7	0

Thomas M. Thompson

1910								1910					
Apr.	1	2	Ben Day	"	17		64310	Apr.	15	Accrued Bond Int.	73		66000
"	9	"	"	"	18		70359	"		Int.	74		2310
"	"	"	"	"	19		14319	29		Ben Day	75		207529
May	17	"	"	"	24		64310	"		Long	76		64210
1911	25	"	"	"	40		290315	Oct	21	Accrued Bond Int.	130		66000
Apr.	1	"	"	"	56		68310	"		Int.	132		2310
May	1	"	"	"	60		70359	"	31	Ben Dyer	133		2011359
	8	"	"	"	3		299924	1911		Long	134		64254
Oct	9	N. 32921			86		68310	Apr.	13	Accrued Bond Int.	198		68310
								May	3	Bills Pay. Int.	201		369383
								Oct	9	Accrued Bond Int.	26		66000
								"		Int.	8		2310
							1146487						1146487
Oct.	31	N. 34130			4		50370	Oct.	30	Sundries	33		50370
Dec.	31	Ledger #3			287		5037	Dec.	30	Int. & Div.	61		5037
							508741						508741

Thomas M. Thompson (Concluded)

1912								1912					
Apr.	16	N. 36023			17		66000	Apr.	4	Accrued Bond Int.	954		66000
Oct.	1	"	37945		27		66000	Oct.	9	" " "	164		66000
Dec.	31	Ledger #3			287		34182	Dec.	31	Int.	196		34182
							166182						166182

Misc. Discount

1910						1910			
Aug	31	Aug Disc. Cd	145	600 80		Dec. 31	Journal	156	4 898 28
Sept	30	" "	160	1 766 65					
Aug	31	" "	174	1 759 49					
Aug	29	" Aug 29	114	650					
"	31	" Aug 26	155	8 [illegible] 99					
Aug	30	" "	201	2 [illegible] 125					
Aug	31	" "	215	2 [illegible] 05					
Aug	30	" "	13	4 [illegible] 50					
Dec	28	" Journal	151	681					
	31	" C.D.	24	2 [illegible] 86					
				4 898 28					4 898 28
1911						1911			
Jan	31	Cash Book	34	20 230		July 31	Balance		5 117 43
Feb	21	Journal Bund	174	105					
	28	" Misc.	175	500					
	"	Cash Book	42	84 274					
Mar	3	Journal A&H	179	2 300					
	6	" "	180	680					
	9	" "	181	1 600					
	10	" A.H. Colby	182	1 050					
	27	" A&H	184	340					
	"	" A.H. Shamell		150					
	"	" A&H	185	160					
Mar	31	Cash Book	56	68 287					
Apr	20	Journal A&H	195	150					
	22	" "	"	450					
	27	" "	197	295					
	30	Cash Book	68	67 228					
May	1	Journal A&H	200	300					
	1	" "	"	3 00					
	8	" "	202	490					
	10	" "	203	1 400					
	15	" "	204	170					
	22	" "	206	1 500					
	15	" A.H. Colby	"	154					
	24	" A.H. Shamell	209	170					
	31	Cash Book	83	57 888 [illegible]					
June	10	Journal A&H	215	1 500					
	15	Eastern Clay Co	217	600					
	"	Journal A&H	218	2 000					
	12	Eastern Clay Co	216	175					
	20	Geo. H. Adams	219	01					
	21	H.G. Ross	"	8 52					
	30	Cash Book	94	64 148 [illegible]					
July	15	A.L. Claim	227	01					
	"	Journal A&H	"	2 030					
	19	" "	229	20 00					
	31	Cash Book	113	8 251 [illegible]					
	"	Journal A&H	231	2 000					
				5 117 43					5 117 43

Misc. Discount

1911						1911			
Aug	1	Balance		5 117 43		Dec. 31	Journal	65	8 274 90
	18	Journal A&H	6	800					
	31	Cash	17	6 [illegible] 44					
Sept	22	O.H. Fairbank	"	150					
	"	Journal A&H	17	1 500					
	30	Cash	32	6 [illegible] 67					
Oct	6	Journal A&H	25	1 500					
	13	Adam Bro	27	92					
	18	Journal A&H	29	1 340					
	19	" "	30	500					
	24	" "	31	310					
	26	" "	32	150					
	"	" "	"	150					
	31	Cash	45	7 [illegible] 40					
Nov	16	A&H	42	150					
	18	Do	43	150					
	21	Do	44	150					
	29	Cash	54	49 121					
	"	Discount	151	81 [illegible] 98					
Dec	12	A&H	53	900					
	21	Do	57	1 000					
	30	Cash	72	146 [illegible]					
				8 274 90					8 274 90
1912						1912			
Jan	31	Cash	85	15 940		July 31	Balance	297	2 952 56
Feb	29	"	95	13 [illegible]					
Mar	8	A&H	86	150					
	23	Do	89	1 500					
	30	Cash	107	30 [illegible]					
Apr	16	A&H	98	150					
	30	Cash	120	47 [illegible]					
May	17	A.H. & Co	108	1 150					
	29	Do	111	150					
	30	Stamps	148	141					
	31	Cash	135	5 530 1					
	"	A.H. & Co	112	1 [illegible]					
June	7	Do	118	425					
	8	Do	119	1 500					
	13	Do	120	590					
	19	Do	123	425					
	29	Cash	13	46 [illegible]					
July	9	D.L. & H. R.R. Co.	129	1 450					
	"	Do	"	600					
	"	"	"	790					
	17	Journal 3927	131	01					
	13	" D.L.&W.	132	7 000					
	23	John Bell Co.	134	37 36					
	29	Misc. 3929	136	1 50					
	31	Cash	31	70 [illegible]					
				5 [illegible] 56					29 52 56

T. W. Edison & Wilford Quarry, A/c

1910 Oct.	31.	Sundries	126	45	3	27	88	1911 Jan.	21.	By Sundry		150	4	45	9	46	81
Nov.	16	Pokatoong R.R.	142	49	3	86	62	Jan.	31	" " "		167		49	3	44	26
	30.	(Wm. Rae Books)	144	49	5	84	85	Mar.	27	" " "		184	3	49	5	12	79
Dec	31	" "	1548	49	1	62	87	May	31.	" " "		201	8	49	4	86	83
Jan.	31	" "	1888	49	2	70	85	June	30	" " "		220	4	49	5	56	32
Apl.	30	" "	1994	49	2	76	63	July	31	" Journal Wks		232		50	5	40	70
June	30	" "	2228	49	3	31	16	Sept	9	" Cash		218		50	4	39	16
Aug	31	" "	11	49	3	76	43	Oct.	30	" Sundries		33				244	90
				510	4	71	3							50	4	71	3
1912 Dec	31	Works Books	118			1080		1912 Dec	31	Ledger H 3		291				1080	

Merchandise Discount

1911 July	31.	Balance	295	29	5	25	1911 Dec.	31.	Journal	900	69	16	63
	"	D. Low.	136	29	3	17							
Aug	7	"	141			17							
	16	"	144			3							
	21	"	145			17							
	28	"	146			17							
	31	Cash	49		58	13							
	"	D. Low	147			5							
Sept	27	"	159		30	6							
	30.	Cash	65	8	5	1							
Oct.	21	D. L. & W.	167			10							
	25	do	168			18							
	31.	Cash	85	8	8	8							
Nov.	13	D. L. & W. R.R.	176			76							
	"	do	"			4							
	16.	do	178			1							
	22	do	179			6							
	"	do	"			8							
	"	do	"			7							
	30	Cash	102	6	5	78							
Dec.	9	D. L. & W.	186			9							
	"	do	"			3							
	"	do	"			15							
	"	do	"			50							
	"	M. W. & J. 4311	187			31							
	10	D. L. & W.	188			7							
	14	do	190			4							
	"	do	"			1							
	"	do	"			1							
	"	do	"			6							
	20	do	"			1							
	23	Cash	117			0							
	"	D. L. & W.	192			3							
	27	do	194			15							
	30.	do	"			1							
	"	do	195			15							
	31	Cash	119		66	4							
				69	16	63					69	16	63

Notes Rec. Discounted

1910									1910						
Dec.	27	Bills Rec.	1524		61299.7				Dec.	27	Cash & Bank	6112.03 / 18.49 / 6130.52	226		61299.7
1911	"	"	"	"	60800.7				1911	28	"	6112.03 / 18.49 / 6130.52	228		60800.7
Jan.	31	"	2622	1678	58800.6				Sept.	1	"	16.94 / 5197.94	358		57735.5
Mar.	21	"	2738	1838	56962.8					2	"	3.49	358		57387
Apr.	27	"	2738	1978	56982.9					5	"	11.74 / 4.22	358		57394.5
June	9	"	2841	2116	57071.2				Mar.	28	"	5087.03 / 7.93	558		57949.6
July	13	"	2945	2278	57193.5					24	"	5087.03 / 7.93	558		56887.6
Aug.	14	"	3024	1	57235.6					28	"	4.15	558		57235.6
Sept.	7	"	3104	14	57272.8				Apr.	28	"	8382.54 / 4.15 / 4415.26	658		57272.8
	15	"	3142	15	57588.9						"	4415.26 / 11.98	698		57300.9
Oct.	20	"	3268	31	57914.5						"	11.98	698		57630
Nov.	6	"	3289		58047.7				June	12	"	5125.05 / 24.98	996		58537.5
	29	"	3372	478	58806.6						"	24.98	996		58537.5
Dec.	1	"	3379	51	59047					14	"	1.37 / 5197.95	996		59045
1912	18	"	3436	55	59139.7				July	15	"	5197.95 / 46.10	1096		59188.0
Jan.	17	"	3508	69	59322.4						"	46.10	1096		59188.0
Feb.	7	"	3538	75	59558.9						"	10.13 / 5066.60 / 5076.73	1096		59479.8
	10	"	3576	78	59729.1				Aug.	15	"	6050.65 / 44.24	1396		59499.3
	28	"	3602	81	60222.6					16	"	5391.76 / 50.09	1396		59446.9
Mar.	20	"	3682	88	60451.5					18	"		1396		59372.8
Apr.	16	"	3747	98	60540.2				Sept.	7	"		2096		59464.6
May	25	"	3824	110	60640.2					15	"		2096		59321.7
June	7	"	3857	118	60737.3					"	"		2096		59445.1
	24	"	3896	123	60757.5				Oct.	23	"		4296		59469.5
July	23	"	3967	133	60306.7					25	"		4396		59469.5
	"	"	3968	"	72160.0				Nov.	6	"		4896		59783.2
										"	"		"		60783.2
										"	"		5896		61489.3
									Dec.	1	"		"		61504.7
										2	"		5796		54610.7
										5	"		6696		10101.2
										20	"		"		6396.8
										"	"		"		6341.8
										"	"		6896		60000
									1912	23	"		7896		11800.2
									Jan.	19	"		7896		57225.9
										27	"		8996		65581.7
									Feb.	8	"		9196		52428.3
										15	"		"		13487.0
										"	"		9496		44222.6
										28	"		10396		55411.5
									Mar. 26		"		11496		72161.9
									Apr. 18		"		13396		72160.4
									May 25		"		5896		50653.3
									June 11		"		7896		50171.0
										13	"		12696		28852.2
										25	"		25496		60306.2
									July 18		"		36696		72160.0
					31786947					27	"				31786947

Notes Receivable Discounted

1911								1911						
Aug.	21	Bennerin	405	145	21	32	27	Aug.	22	C & D		45	66	44 98
Sept.	7	4121		154	20	49	41		23	"	"	46	73	19 77
Oct.	9	4371		164	51	19	03		"	"	"	45	93	56 52
	18	4173		165	64	73	61	Sept.	26	"	"	63	71	69 49
	19	4186		166	76	34	85		"	"	"	"	72	97 98
Nov.	22	4266		119	27	55	60	Oct.	11	"	"	71	71	90 03
									18	"	"	78	64	73 62
									19	"	"	79	76	34 55
								Nov.	19	"	"	96	90	63 76
									22	"	"	99	11	26 85
									"	"	"	"	69	79 92
								Dec.	6	"	"	104		95 00
				882	49	54							882	49 54

Warehouse Collateral Notes

1911					1911				
Jan.	21	H. Pope	#3 " 4	500000	Jan.	24	Cook & D.	#2 " 3	500000
	"	W.N. Schmeding	#1 " 4	500000		"	"	#3 " 3	500000
	"	J.J. Crane	#2 " 4	500000	Feb.	25	"	#3 " 4	500000
Feb.	15	E.E. Miller	#4 " 5	1000000		28	Wolverines & Pope	#5 " 3	500000
1912	20	W.N. Schmeding	#5 " 3	500000	Mar.	1	C. & D.	Miller #4 " 3	1000000
Feb.	24	Do.	#6 " 15	500000	Feb.	28	" "	Schmeding #9 " 3	500000
Mar.	15	Do.	#8 " 16	500000	Mar.	16	" "	Schmeding #10 " 3	500000
	20	E.E. Miller	#7 " 3	1000000		21	" "	Miller #10 " 3	1000000
Apr.	15	W.N. Schmeding	#100 " 14	500000	Apr.	18	" "	Schmeding #11 " 3	500000
		Wolverines & Crane	#3 " 3	500000		22	" "	Crane #11 " 3	500000
				6000000					6000000

Dexter Bags.

1912 Sept. 17	1360 @ .10	156	1,360.00	1912 Sept. 30	3400 @ .10	300	34000
19	2040 " .10	160	204.00				
	3400		34000		3400		34000

Rent & Storage.

1911 Jan.	31	Journal	168	61116	1911 Jan.	31	N.C. other acc. 166-66	168	7526
Mar.	31	"	187	58888	Apr.	28	" " " " 1015-18	197	8128
Apr.	30	"	198	10005	May	31	" " " " 1064-66 1582-84	213	8542
May	30	"	222	54120	Dec.	30	Journal		67639
July	31	"	253	25875					
Aug.	31	"	11	29952					
Sept.	30	"	20	30000					
Oct.	31	"	35	31758					
Nov.	30	"	45	16558					
Dec.	30	"	62	19677					
				67639					69076
1912 Jan.	31	Journal	73	12440	Nov.	29	N.B. Tobacco Co. 1062-1063	181	7144
Feb.	29	"	82	14474	Dec.	31	" " " " 1064-1066	198	13447
Mar.	30	"	92	14071			" Journal	200	8585
Apr.	30	"	102	5385					
May	31	"	112	14412					
June	29	"	124	4856					
July	12	"	131	2440					
	31	"	138	2940					
	"	"	"	2198					
Sept.	17	" 1105	156	2397					
Oct.	29	" 4204	170	04					
				57451					57451

Horton & Hemenway Storage

1911												
Jan	31	2040	@	.655	187	1336	20	Apr	30	1700	@ .655	1113	50
Apr	30	1820	"	.646	198	1175	92	May	31	340	" "	222	70
May	31	1600	"	.626	211	1001	60	"	"	1020	" .646	658	92
June	30	1540	"	.608	223	936	48	"	"	800	" .626	500	80
July	31	1310	"	.614	231	804	34	June	30	800	" "	500	80
Aug	31	2210	"	.59	12	1305	70	"	"	680	" .608	413	44
Sept	30	1020	"	.589	20	600	75	Aug	31	880	" "	535	04
Oct	31	1360	"	.56	34	761	60	"	"	4310	" .614	2646	34
Nov	30	850	"	.568	48	482	50	"	"	2210	" .59	1305	70
Dec	31	1190	"	"	62	675	82	Oct	31	1020	" .589	600	78
1912													
Jan	31	170	"	"	73	96	34	"	"	340	" .56	190	40
Feb	29	510	"	"	82	289	68	Nov	30	1020	" "	578	20
Mar	30	1360	"	.574	93	780	64	Dec	30	510	" .568	289	68
Apr	30	1530	"	.578	102	884	34	1912					
May	31	1700	"	.583	115	991	00	Jan	31	1360	" "	778	48
July	31	680	"	.585	139	398	80	Feb	29	850	" "	482	80
Aug	31	510	"	.589	149	300	39	Apr	30	1190	" .574	683	06
Sept	30	170	"	.588	161	99	86	May	31	170	" "	97	58
Oct	31	370	"	.595	172	220	15	"	"	1360	" .578	786	08
Nov	30	150	"	.606	184	90	90	June	30	170	" .578	98	26
								"	"	1190	" .583	693	77
								July	31	680	" .585	397	80
								Sept	30	510	" .589	300	39
								"	"	170	" .588	99	86
								Nov	30	170	" .595	101	15
								Dec	31	700	" .595	416	50
								"	"	150	" .606	90	90
		23800				14270	73			23800		14270	73

F. F. F. & H. Storage

1911												
Jan	31	1000	@	.655	187	655	00	May	31	1000	@ .655	655	00
Apr	30	340	"	.646	198	219	64	"	"	340	" .646	219	64
May	31	1080	"	.626	212	1057	48	"	"	920½	" .626	576	52
June	22	340	"	.646	219	219	64	June	30	340	" .646	219	64
"	30	510	"	.608	223	310	05	"	"	575	" .626	359	95
July	31	340	"	.614	231	208	76	July	31	150½	" .232	34	91
Aug	31	510	"	.59	12	300	90	"	"	193	" .608	117	34
Sept	30	680	"	.589	20	400	52	Aug	31	347	" " 12	212	14
Oct	31	680	"	.56	34	380	80	"	"	153½	" .614	94	15
Nov	30	1530	"	.568	48	869	04	Sept	30	185	" .20	37	00
Dec	30	445	"	"	62	276	36	"	"	510	" .59	300	90
1912													
Jan	31	170	"	"	73	106	52	"	"	135¼	" .589	79	66
Feb	29	850	"	"	82	489	24	Oct	31	390	" " 35	237	51
Mar	30	850	"	.574	93	487	90	Nov	30	154¾	" " 48	91	15
Apr	30	850	"	.578	102	492	04	"	"	680½	" .56	380	80
May	31	1530	"	.583	115	891	99	"	"	664	" .568	377	15
June	30	1020	"	.578	176	589	56	Dec	30	1170½	" " 62	726	25
July	31	170	"	.585	139	99	45	1912					
Aug	31	998	"	.589	149	587	82	Jan	31	227¼	" " 73	138	08
Sept	30	1,049	"	.588	161	617	12	Feb	29	612½	" " 82	501	19
Oct	31	850	"	.595	172	506	06	Mar	30	344¼	" " 92	195	33
Nov	30	238¾	"	.588	184	140	33	"	"	249¾	" .574	143	36
"	"	340	"	.606	"	206	04	Apr	30	600¼	" " 103	347	51
Dec	31	1,049¼	"	.639	197	670	60	"	"	239¼	" .578	138	28
								May	31	634¼	" " 115	379	46
								"	"	363½	" .583	211	92
								June	30	1166½	" .583 176	680	07
								"	"	33½	" .578 176	19	36
								July	31	613¾	" .578 140	354	43
								"	"	312¾	" " 150	180	77
								"	"	170	" .585 "	99	45
								"	"	444¼	" .589 "	261	66
								Sept	30	553¾	" " 161	326	16
								"	"	219¾	" .588 "	129	24
								Oct	31	534¾	" " 173	309	81
								"	"	464½	" .595 "	276	07
								Nov	30	434¼	" " 183	258	53
								"	"	148¾	" .606 "	89	14
								Dec	31	238¾	" .588 197	140	35
								"	"	198¼	" .606 "	119	94
								"	"	148¾	" .639 "	95	03
								"	31	371¼	Ledger 223	237	73
		16951¾				10075	72			16951¾		10075	72

C. J. Jacobs Co Storage

1911						1911					
Jan	31	1101¾	655	187	72164	Apr	30	806¼ @	.655	198	52809
Apr	30	680	.646	198	43928	May	31	2955 "	"	212	193555
June	22	340	"	219	21899	"	"	339 "	.646	"	21899
Jan	30	170	.568	48	2456	June	30	1 "	"	225	65
Apr	30	510	"	62	28968	Apr	30	406½ "	.568	62	22989
Jan	31	340	"	73	19312	Jan	31	345¾ "	"	73	19639
Sept	29	160	"	82	9088	Sept	29	248¾ "	"	82	14139
Jan	30	180¾	.574	93	10466	June	30	179 "	"	92	10186
May	31	340	.583	115	19831	"	"	161¼ "	.574	"	9248
June	30	510	.575	126	29478	July	30	200 "	"	103	11650
July	31	340	.585	139	19890	May	31	180¼ "	"	115	10381
Aug	31	170	@ .589	149	10013	"	"	79½ "	.583	"	4635
Sept	30	170	@ .588	161	9986	June	30	160½ "	.583	116	9387
Oct	31	170	" .595	172	10115	"	"	101½ "	.575	"	5944
						July	31	249¾ "	.575	140	14379
						Aug	"	8¾ "	"	150	506
						"	"	231¼ "	.585	"	13528
						Sept	30	108¾ "	"	161	6362
						"	"	130 "	.589	"	7657
						Oct	31	60 "	"	173	3536
						"	"	170 "	.588	"	9986
						"	"	74½ "	.595	"	4358
						Nov	30	146¼ "	.595	183	8697
		481 2½			288635			481 2½			288635

Nazareth Bags

1911						1911					
June	30	4919	222		491190	June	30	4919	294		491190
July	30	750	283		75000	July	31	750	"		75000
Aug	31	331	11		33100	Aug	9	106	4	-	10600
Sept	11	24400 (w)	154		2440 00	"	11	225	"	-	22500
	27	2168 (w)	159		21680	Sept	30	4568 (w)	310		45680
		10568			1056800			10568			1056800

New England Storage Expenses

1911														
	Bal 1/1/11	1621-22	For miscellaneous	1623-33	Total	967.25	2/4/11	1.25	per month	7 mos	11/2	2.14		
May	1	Boston & Albany Ry	200		17576	May	31	Sales Rec	187				97	128
	2	W G Lincoln & Co	"		25320	June	31	" "	205				84	865
	10	C D Jacobs Co 2724	203		24932	July	31	" "	227				125	178
	25	Tilby & Co 2824	208		14040	Aug	31	" "	26				279	955
	"	Sect Ville	"		24092	Sept	30	" "	49				83	381
	29	Tilby & Co.	209		1904	Oct	31	" "	69				57	336
	"	" "	210		6998	Nov	10	Balance					125	375
	"	Sect Ville etc	"		123717								57	113
	"	" " "	"		48895								2	085	67
	30	" " "	"		41952									
June	10	Tilby & Co 2854	215		1170									
	"	C D Jacobs 2855	"		300									
	19	Wm Wise 2897	217		7738									
	"	Tilby & Co 2898	218		900									
	22	Sect Village	219		17928									
	28	Tilby & Co 2914	220		400									
	30	C D Jacobs Co 2924	221		46465									
July	6	Sect Village 2926	225		78742									
	8	" "	"		47808									
	13	" "	"		77688									
	17	Tilby & Co	228		5775									
	24	Wm Wise 2986	229		3250									
	"	Sect Village	"		14060									
	26	Tilby & Co	230		900									
	[illegible]	[illegible]	[illegible]		[illegible]									
	29	Tilby & Co 2997	230		500									
Aug	8	" " 3009	2		250									
	16	Sect Village	5		17928									
	18	Tilby & Co 3064	6		458									
	"	Sect Village	"		11952									
	25	Wm Wise 3087	8		2923									
	29	Tilby & Co 3094	9		450									
Sept	9	Do 3107	14		750									
	22	Do 3150	16		1350									
	25	Smith & Dorr Stationery Co	18		84420									
Oct	6	Wm Wise 3160	25		1292									
	7	Tilby & Co 3199	25		5125									
	"	C D Jacobs Co 3198	"		2782									
	15	Wm Wise 3244	27		2584									
	"	Tilby & Co 3245	28		1425									
	18	Sect Village	29		37449									
	20	Tilby & Co	30		375									
	24	Sect Village	31		5976									
	26	Tilby & Co 3274	32		500									
	31	Sect Village	33		41852									
Nov	8	" "	38		11952									
	16	Tilby & Co 3297	39		1500									
	"	Do 3302	41		1371									
					847528									847528

New England Stock Expense

1911						1911				
Nov	10	Balance			2085567	Nov	30	Sales Rec	85	1090997
	15	Smith & Dorr Co	3336	41	9520	Dec	30	"	96	96509
	16	Tilby & Co	3343	42	425			" Sect Village etc	61	163564
	"	Do	3347	11	2449		30	Journal	65	92497
	22	Sect Village	33554	45	53784					
	23	Tilby & Co	3359	"	3975					
	"	Sect Village		46	11952					
	27	Wm Wise & Co	3373	"	4297					
Dec	9	J S Chesley & Co	3386	52	1000					
	11	Tilby & Co	3390	"	15390					
	14	Sect Village	3425	54	77688					
	21	Tilby & Co	3442	56	9219					
	"	Wm Wise & Co	3447	57	7104					
					2467567					2467567

Blanc Stainless Cement.

1911							1911						
Aug.	16		50	5	1500		Aug.	31	Sales Reg.	324	299		12255
	31	Stocks		11	30 40		Sept.	30	"	"	26½	"	9719
Sept.	9	"	40	15	1200		Oct.	31	"	"	5	"	1490
Nov.	24	"	25	46	1150		Nov.	29	"	"	14½	300	3570
	30	Stocks		49	950		Dec.	30	"	"	8½	"	3230
1912 Mar.	6		35	86	3010		1912 Jan.	30	"	"	8	"	3040
	30	Stocks	150	93	1370		Feb.	28	"	"	4	"	1520
Dec.	31	Grs.		200	5969		Mar.	30	"	"	4	"	1970
					56269		Apr.	30	"	"	4½	"	1575
											169		56269
							—	—	Estates		1	✓	0
			150		56269						150		56269

Blanc Bags

1911							1911						
Aug.	16		200	5	1000		Aug.	31		129	299		645
Sept.	9		160	15	800		Sept.	30		106	"		530
Nov.	24		100	46	500		Oct.	31		20	"		100
Mar.	6		140	86	700		Nov.	29		58	300		290
							Dec.	30		34	"		170
							1912 Jan.	30		32	"		160
							Feb.	29		16	"		80
							Mar.	30		16	"		80
							Apr.	30		185	"		925
							Dec.	31	Journal		200		200
							—	—	Estates	4	—		0
			600		3000					600			3000

Int. & Discount Receivd.

1911				1911				
Oct. 31	To Bondholders	23	36 33493	Dec. 30	Int. & Disct.			36 33493
" Dec. 31.	"	196.	105 53672	Jan. 31.	Directors Notes	72	780 65	
				"	Pohatcong & Oxford	"	432 88	
				Feb. 29	Directors Notes	81	780 65	
				"	Pohatcong & Oxford	81	432 88	
				Mar. 29	Directors Notes	91	780 65	
				"	Pohatcong & Oxford	"	432 88	
				Apr. 30	" "	100	432 88	
				"	Directors Notes	101	848 02	
				May 31	" "	113	864 55	
				"	Pohatcong & Oxford	"	432 88	
				June 29	Directors Notes	124	846 218	
				"	Pohatcong & Oxford	"	436 79	
				July 31	" "	137	436 79	
				"	Directors Notes	"	846 218	
				Aug. 31	"	149	846 218	
				"	Pohatcong & Oxford	149	436 79	
				Sept. 30	Directors Notes	160	846 218	
				"	Pohatcong & Oxford	"	436 79	
				Oct. 30	Directors Notes	170	863 933	
				"	Pohatcong & Oxford	171	436 79	
				Nov. 30	Directors Notes	181	863 933	
				"	Pohatcong & Oxford	182	436 79	
				Dec. 31	Directors Notes	195	863 933	
				"	Pohatcong & Oxford	"	436 79	
		105 53672					105 53672	

Thos. A. Edison. W. & P. Co. Works a/c.

1911				1911				
Oct. 31	N. 34133	8	27 30 1 20	Oct. 20	To Bondholders	33	27 30 1 3	

Thos. A. Edison Company Acct

1914								1914					
Oct.	31.	N.	34132	8	121250	25		Oct.	31	Sundries	32	121250	25
Apr.	4.	"	36022	14	2277000			Apr.	4	Income Account	95	2277000	
Oct.	1	"	37942	27	2277000			Oct.	9		80	2277000	
					16679025							16679025	

Thos. A. Edison Inc. Loan

1914								1914					
Jan.	27	N.	35334	84	50000			Jan.	23	Cash	79	25000	
Feb.	3	"	35329	86	50000			Mar.	8	Sub. Account	86	8666	75
	8	"	35348	87	50000			Apr.	24	Cash	319	300000	
	16	"	35556	92	50000			May	15	Sub. Account	107	8333	
	27	"	35561	94	50000				28	" "	110	25417	55
Mar.	6	"	35673	99	8666	75		June	13	" "	120	5233	55
May	11	"	36209	126	50166	67		July	13	" "	133	38083	55
	15	"	"	127	8333								
	28	"	36439	134	50667	58							
June	18	"	36620	9	25333	33							
July	22	"	37115	76	38583								
	3	N	"	77	50000								
	"	"	"	"	50000								
	"	"	"	"	50000								
					556883	32						556883	32

Thos. A. Edison Advances

1916					1916				
May	23	K36373	194	500000	Mar.	2	Cash	96	75000
Dec.	31	Ledger #3	288	980000		16	"	102	75000
						30	"	106	100000
					Apr.	16	"	113	50000
					May	2	"	123	75000
						16	"	128	75000
					June	12	"	5	60000
						18	"	9	60000
					July	2	"	14	60000
						17	"	24	60000
						26	"	29	95000
					Aug.	3	"	33	70000
						16	"	42	70000
					Sept.	4	"		10000
						17	"	59	100000
						27	"	64	95000
					Nov.	9	"	89	70000
						20	"	96	50000
					Dec.	5	"	104	70000
			1480000						1480000

Mortgage Payable

Eva M. Smith Property
Dated Sept. 15, 1916

1917					1917				
Dec.	31	Ledger #3	261	250000	Apr.	11	Cash	109	250000

EDISON-SAUNDERS COMPRESSED AIR COMPANY RECORDS

The Edison-Saunders Compressed Air Co. was incorporated in the State of New Jersey on April 18, 1899, in order to acquire, control, and develop Edison's patents for reheating compressed air. It also assumed the rights to a patent relating to the efficiency of motor fluids, which had been granted jointly to William L. Saunders and the Ingersoll-Sergeant Drill Co. in 1892. At the time of incorporation, Richard N. Dyer served as president; William Pelzer, as vice president; and Archibald G. Reese, as secretary and treasurer. At a meeting of stockholders, held at the West Orange laboratory on April 24, 1899, Edison was elected president; William L. Saunders, vice president; and Walter S. Mallory, secretary and treasurer.

The records consist of the minutes from one meeting of stockholders and a book of stock certificates and receipts. Only the minutes have been selected. A finding aid for the archival record group is available at the Edison National Historic Site. Related material can be found in the "Edison-Saunders Compressed Air Company" folders for 1899 and 1901 in the Document File Series, as well as in the letterbooks of Walter S. Mallory in the New Jersey and Pennsylvania Concentrating Works Records (*Thomas A. Edison Papers: A Selective Microfilm Edition, Part III*).

Minutes (1899)

This volume consists of minutes from the first meeting of the company's stockholders, held at the West Orange laboratory on April 24, 1899. The document concerns the election of officers, as well as the adoption of a certificate of organization and bylaws. Included are copies of letters from Edison, William L. Saunders, and the Ingersoll-Sergeant Drill Co. The correspondence pertains to the assignment of Edison's patent for reheating compressed air and Saunders's patented method for improving the efficiency of motor fluids.

Stock Book (1899) [not selected]

This volume covers the period 1899. It contains stock certificates and receipts for shares issued to Edison, Richard N. Dyer, Walter S. Mallory, William Pelzer, and William L. Saunders.

Edison-Saunders Compressed Air Company Records
Minutes (1899)

This volume consists of minutes from the first meeting of the company's stockholders, held at the West Orange laboratory on April 24, 1899. The document concerns the election of officers, as well as the adoption of a certificate of organization and bylaws. Included are copies of letters from Edison, William L. Saunders, and the Ingersoll-Sergeant Drill Co. The correspondence pertains to the assignment of Edison's patent for reheating compressed air and Saunders's patented method for improving the efficiency of motor fluids. The front cover is labeled "Minute Book -of- Edison-Saunders Compressed Air Company." The book contains 153 numbered pages; it has been used to page 16.

First meeting of the Stockholders of the Edison-Saunders Compressed Air Company, held, this 24th day of April, 1899 at 3.30 o'clock in the afternoon, at the Edison Laboratory, West Orange, N.J.

Present
Richard A. Dyer
William Pelzer
Archibald G. Reese

The meeting was called to order. On motion, Richard A. Dyer was elected Chairman and William Pelzer, Secretary.

The Certificate of Organization and Waiver of Notice of first meeting were read, and, on motion, were ordered to be spread upon the minutes.

The Certificate of Organization is as follows:-

This is to Certify, That We, Richard A. Dyer, William Pelzer and Archibald G. Reese, do hereby associate ourselves into a Corporation, by virtue of the provisions of an act of the Legislature of New Jersey, entitled "An Act Concerning Corporations" (revision of 1896) approved April 21st, 1896, and the several supplements thereto for the purposes hereinafter mentioned, and to that end we do by this our certificate set forth.

First - The name of the corporation is "Edison-

Founders Compressed Air Company."

Second.—

The location of the principal office in this state is at the Edison Laboratory, Valley Road, West Orange, in the County of Essex.

The name of the agent therein and in charge thereof, upon whom process against this corporation may be served is, Walter S. Mallory.

Third.—

The objects for which the said corporation is formed are to purchase or otherwise acquire, and to hold, own, use, operate, and to sell, assign or otherwise dispose of, to grant licenses in respect of or otherwise turn to account, any and all patents, inventions, improvements and processes used in connection with or relating to the production or utilization of compressed air, and with a view to the developing of the same, to carry on any other business, whether manufacturing or otherwise, which the corporation may think calculated directly or indirectly, to effectuate these objects; also to purchase, take on lease or in exchange, hire or otherwise acquire, any real or personal property and any rights or privileges which the Company may think necessary or convenient for the purposes of its business

Fourth.—

The total amount of the capital stock is Ten Thousand dollars (10000); the number of shares into which the same is divided is One Hundred (100) and the par value

of each share is One Hundred dollars (100). The amount with which said corporation will commence business is One Thousand dollars (1000), which is divided into Ten (10) shares of the par value, of One Hundred (100) dollars each.

Fifth.—

The names and residences of the incorporators, and the number of shares subscribed for by each, are as follows, to wit:

Richard N. Dyer, East Orange N.J. Four (4) Shares.
William Pelzer New York City, N.Y. Three (3) Shares.
Archibald G. Reese New York City, N.Y. Three (3) Shares.

Sixth.—

The existence of the corporation shall begin on the twenty-fourth day of April, in the year Eighteen Hundred and Ninety-nine, and shall continue for the term of Fifty years.

In Witness Whereof, we have hereunto set our hands and seal the 18th day of April, Eighteen Hundred and Ninety-nine

Signed, sealed and delivered in the presence of
C. O. Edmonds

Richard N. Dyer (seal)
William Pelzer (seal)
Archibald G. Reese (seal)

State of New York
City and County of New York } ss.

Be it remembered, That on this eighteenth day of April, in the year of our Lord

One Thousand Eight Hundred and ninety-nine before me the subscriber, a Commissioner of Deeds for the State of New Jersey in New York personally appeared Richard N. Dyer, William Pelzer and Archibald G. Reese, who I am satisfied are the persons named in and who executed the foregoing Certificate of Incorporation, and I having first made known to them the contents thereof, they severally acknowledged that they signed, sealed and executed the same as their voluntary act and deed, for the uses and purposes therein expressed.

In witness whereof I have hereunto set my hand and affixed my Official seal this 18th day of April A.D. 1899.

Charles Edgar Mills (seal)
Commissioner of Deeds for New Jersey in New York City, N.Y. 115 & 117 Broadway, N.Y. City.

{Seal}

Received in the Clerk's Office of the County of Essex, on the 19th day of Apl. A.D. 1899 and recorded in Book 16 of Inc. Bus. Cos. for said County, Page 235

William O. Kubler, Clerk.

Filed Apr. 22/99
George Marts
Secretary of State.

Following is a Copy of Manner of Notice of First Meeting.

We the subscribers, being all the parties named in the certificate of organization of Edison-Saunders Compressed Air Company hereby waive notice of the time, place and purposes of the first meeting of said company, and do fix this twenty-fourth day of April eighteen hundred and ninety-nine at 3.30 o'clock in the afternoon as the time and the Edison Laboratory, Valley Road in the Township of West Orange in the County of Essex and State of New Jersey, as the place of the first meeting of said Company.

Dated April 24/99.

Richard N. Dyer
William Pelzer
Archibald G. Reese

The following By-Laws were then adopted:

By-Laws of the Edison-Saunders Compressed Air Company

I

Directors — The number of Directors shall be three, who shall be elected by the stockholders at their regular annual meetings and two Directors shall form a quorum.

— 2 —

Officers — The officers of the Company shall be a President, a Vice-President and a Secretary and Treasurer, who shall be elected by the Board of Directors, and shall hold their respective offices for one year and until their successors shall be

elected. The Offices of Secretary and Treasurer may be held by one person.

— 3 —

Minor Officers — The Board of Directors shall have the power of appointing such other minor officers and agents as they shall deem advisable, and may delegate this power to the President.

— 4 —

Salaries — The Board of Directors shall fix the salaries of all officers and agents of the Company.

— 5 —

Vacancies — Vacancies among the Officers or Directors shall be filled by the Board of Directors.

— 6 —

Meetings — The Board of Directors shall regularly meet on the first Tuesday in March, June, September and December in each year. A special meeting shall be called by the President at the request of two Directors, and two days' notice shall be given of the same by mail to the post-office address of each Director.

— 7 —

Annual Meeting of Stockholders — An annual meeting of Stockholders for the election of Directors shall be held at West Orange on the first Tuesday of March of each year at twelve o'clock noon, and the polls shall remain open for one hour. Notice of such election shall be given by the Secretary by mailing a notice to each Stockholder, at least five days before such meeting, addressed to the last-known post-office

address of each Stockholder.

— 8 —

Dividends — The Board of Directors shall have the power to declare dividends semi-annually, out of the net profits of the Company.

— 9 —

Certificates of Stock — Stock of the Company shall be transferable only on the stock certificate book of the Company, and shall be signed by the President and Countersigned by the Treasurer, and the seal of the Company shall be affixed thereto.

— 10 —

Seal — The seal of the Company shall contain the corporate name of the Company, arranged in a circle and the words "Incorporated 1899 New Jersey" arranged within the circle.

— 11 —

By-Laws — The By-Laws may be altered or amended by a two thirds vote of those present at any meeting of the Board of Directors.

Moved and seconded that the meeting proceed to the election of Directors.

Motion Carried.

The meeting then proceeded to the election of Directors, and Richard N. Dyer, William Pelger and Archibald G. Reese were elected Directors.

On motion, the meeting adjourned.

Wm. Pelger
Secretary

First meeting of the directors of the Edison-Saunders Compressed Air Company held this 24th day of April, 1899, at 3.45 o'clock in the afternoon, at the Edison Laboratory, West Orange, N.J.

Present

Richard N. Dyer
William Pelger
Archibald G. Reese

The meeting was called to order, and Richard N. Dyer was elected Chairman, and William Pelger Secretary.

Moved and seconded that the meeting proceed to the election of officers for ensuing year.

Motion Carried.

The meeting then proceeded to the election of officers, and the following officers were elected:- Richard N. Dyer, President; William Pelger, Vice-President; Archibald G. Reese, Secretary and Treasurer.

The statutory oath was then administered to the Secretary.

Moved and seconded that an assessment of 100% be levied on the stock already subscribed.

Motion Carried.

The Treasurer reported that an assessment of 100% on the stock already subscribed had been paid in full.

Moved and seconded the the Treasurer be

authorized to purchase the necessary books and stationery and to defray the expense of incorporation.

Motion Carried.

The following offer from Thomas A. Edison was then read and ordered spread upon the minutes:-

"West Orange, N.J., April 24th, 1899.

To the directors of
Edison-Saunders Compressed Air Company

Gentlemen:-

I am the owner of an invention relating to a new and useful Method of and Apparatus for Re-heating Compressed Air for Industrial Purposes, upon which invention I applied to the U.S. Patent Office for a patent, such application having been filed February 27th, 1899, Serial No. 706,976, and I have also applied for a British patent upon the same invention.

I offer to sell to you, for the sum of Seven thousand five hundred dollars ($7,500), payable seven hundred and fifty dollars ($750) in cash and six thousand seven hundred and fifty dollars ($6,750) in stock of your Company at par value, all my right, title and interest in and to said invention in and for the United States and Great Britain, and in and to the United States and British patents which may be granted on the said application.

Yours truly,
Thomas A. Edison"

Moved and seconded that the offer of Thomas A. Edison be accepted, and that the officers of the Company be authorized to pay over to Mr. Edison the sum of $750., in cash and issue stock to him for the par value of $6,750, upon the execution by Mr. Edison to the Company of proper instruments of transfer.

Motion Carried.

The following offer from William L. Saunders was then read and ordered spread upon the minutes:-

"New York April 24th 1899.

To the Directors of
Edison-Saunders Compressed Air Company,
Gentlemen:

I am the owner of a half interest in United States patent No. 486,411, granted November 15, 1892, upon my invention relating to a Method of Increasing the Efficiency of Motor Fluids, and I am also the owner of a half interest in British patent No. 20,676 of the year 1892, granted upon the same invention. I offer to sell to you, for the sum of two thousand five hundred dollars ($2,500.), payable two hundred and fifty dollars ($250.) in cash and two thousand two hundred and fifty dollars ($2,250.) in stock of your Company at par value, all my right, title and interest in and

to the said United States and British patents.

Yours truly,
William L. Saunders"

Moved and seconded that the offer of William L. Saunders be accepted, and that the officers of the Company be authorized to pay over to Mr. Saunders the sum of $250. in cash and issue stock to him for the par value of $2,250., upon the execution of proper instruments of transfer transferring his half interest in said patents to the Company.

Motion Carried

The following offer from The Ingersoll-Sergeant Drill Company was then read and ordered spread upon the minutes:-

"New York, April 24th 1899.

To the Directors of
Edison-Saunders Compressed Air Company,
Gentlemen:

We are the owners of a half interest in United States patent No. 486,411, granted November 15, 1892, upon the invention of William L. Saunders relating to a new Method of Increasing the Efficiency of Motor Fluids, and we also own a half interest in British patent No. 20,676 of the year 1892, granted upon the same invention. We understand that Your Company is to purchase

the other half interest in these patents from Mr. William L. Saunders, and also that your Company is to purchase the entire interest from Mr. Thomas A. Edison, for the United States and Great Britain in an invention recently made by him relating to a Method of and Apparatus for Re-heating Compressed Air for Industrial Purposes, upon which Mr. Edison applied for a United States patent February 27, 1899, Serial No. 706,976, and upon which he has also applied for a British patent. We offer to sell you our one-half interest in the Saunders United States and British patents referred to in consideration that our Company shall have the exclusive right and license in the United States and England, under the said Saunders patents and under the patents which may be granted upon the invention referred to made by Mr. Edison, to make use and sell in those countries apparatus embodying or employing said inventions, such right and license to be restricted to the use of said inventions for mines, tunnels and quarries, and to be conditional upon the payment of a royalty, the amount of which shall be agreed upon between the officers of the Company and the officers of your Company, and such license not to be transferable.

Yours truly,
The Ingersoll-Sergeant Drill Company,
By William L. Saunders
Vice-President."

Moved and seconded that the offer of the Ingersoll-Sergeant Drill Company be accepted, and that the officers of this Company be authorized and directed to enter into an agreement with the Ingersoll-Sergeant Drill Company in conformity with the offer of that Company, upon the execution of proper instruments of transfer transferring the half interest owned by the Ingersoll-Sergeant Drill Company in the Saunders United States and British patents to this Company.

Motion Carried.

Moved and seconded that the Treasurer of the Company be authorized to sign and endorse all checks for the Company.

Motion Carried.

Richard N. Dyer then tendered his resignation as President and Director of the Company, to take effect at the adjournment of the present meeting.

On motion, his resignation was accepted.

Moved and seconded that the Board proceed to the election of a Director to fill the vacancy in the Board.

Motion Carried.

The meeting then proceeded to the election of a Director to fill the vacancy in the Board, and Thomas A. Edison was elected a Director.

Moved and seconded that the meeting proceed to the election of a President to fill the vacancy caused by the resignation of Mr. Sayers
Motion Carried.

The meeting then proceeded to the election of a President, and Thomas A. Edison was elected President.

Archibald G. Reese then tendered his resignation as Secretary and Treasurer and Director of the Company, to take effect on the adjournment of the present meeting.
On motion Mr. Reese's resignation as Secretary and Treasurer and Director was accepted.

Moved and seconded that the meeting proceed to the election of a Director to fill the vacancy in the Board.
Motion Carried

The meeting then proceeded to the election of a Director to fill the vacancy in the Board, and Walter O. Malory was elected Director.

Moved and seconded that the meeting proceed

to the election of a Secretary and Treasurer, to fill the vacancy caused by the resignation of Mr. Reese.
Motion Carried.

The meeting then proceeded to the election of a Secretary and Treasurer, and Walter O. Malory was elected Secretary and Treasurer.

William Sellers then tendered his resignation as Vice-President of the Company and as a Director, to take effect on the adjournment of the present meeting.
On motion, his resignation was accepted.

Moved and seconded that the Board proceed to elect a director to fill the vacancy in the Board.
Motion Carried.

The Board then proceeded to elect a Director to fill the vacancy in the Board, and William L. Saunders was elected Director.

Moved and seconded that the meeting proceed to the election of a Vice-President to fill the vacancy caused by the resignation

of Mr. Pilger.
Motion Carried.

The meeting then proceeded to the election of a Vice-President and William L. Saunders was elected Vice-President.

On motion, the meeting adjourned.

Archibald F. Reeve
Secretary.

EDISON STORAGE BATTERY COMPANY RECORDS

The Edison Storage Battery Co. (ESBCo) was organized in New Jersey on May 27, 1901, in order to develop, manufacture, and sell Edison's alkaline storage battery. Edison served as the company's first president; Walter S. Mallory, as vice president; and John F. Randolph, as secretary and treasurer. The company was initially capitalized at one million dollars. The capitalization was increased to $3.5 million in 1910 and to $5 million in 1917, largely to reduce the company's indebtedness to Edison, who financed much of the battery research. Commercial manufacture of a nickel-iron battery began in January 1903 but was suspended on November 1, 1904, when the "E" cells suffered reduced electrical capacity and leakage. After technical improvements to the production process and to the battery itself, beginning with the "A" cell, commercial manufacture resumed in 1909.

Chemicals for the batteries were manufactured in Silver Lake, New Jersey, and the batteries themselves were assembled nearby, first in Glen Ridge and later in West Orange. Despite increased orders and production, the company did not realize a net profit until 1913, due largely to its research budget and indebtedness. Research and development were performed by ESBCo's own Research Department, as well as at Edison's laboratory in West Orange. Product lines and sales structures were expanded throughout the company's history. Batteries were manufactured for mining lamps, train lighting and signaling, submarines, electric vehicles, and other uses. ESBCo had its own sales force, but it also sold batteries through separate sales companies, including one Edison company—the Edison Storage Battery Supply Co. (formed in 1913)—and non-Edison companies such as Miller Reese Hutchison, Inc. (formed in 1916). Foreign sales rights were controlled at different times by various agents, including Herman E. Dick, Paul H. Cromelin, Maurice E. Fox, and John F. Monnot. After Edison's death the company was merged into Thomas A. Edison, Inc.

The records are arranged in four series: (1) Administrative Records; (2) Financial Records; (3) Plant Operations and Research Records; and (4) Sales Records. A finding aid for the archival record group is available at the Edison National Historic Site. Related documents can be found in the Notebook Series, Document File Series, and Richard W. Kellow and Harry F. Miller files in the Legal Series.

Administrative Records. These records consist of incoming and outgoing correspondence, memoranda, agreements, and other material pertaining to the administration of ESBCo. The selected records are arranged in the following order: (1) correspondence (1901-1931); (2) corporate documentation (1901-1924); and (3) letterbook (1904-1916). Among the items not selected are the minutes of the Executive Committee meetings for the period 1916-1918.

Financial Records. These records consist of bound ledgers and journals and unbound statements. The selected records are arranged in the following order: (1) annual statements (1911-1916); (2) general ledgers (1901-1917); and (3) journals (1901-1917). Among the items not selected are two journals (1920-1921); a journal of the Edison Storage Battery Garage, Inc. (1919-1926); a cash book pertaining to the Darby Mine (1905-1907); and numerous monthly statements.

Plant Operations and Research Records. These records consist of unbound and bound material relating to plant operations at ESBCo factories and to research and development done on behalf of ESBCo by its own Research Department and by Edison's West Orange laboratory. The selected items are arranged in the following order: (1) operations reports (1905-1924); (2) research reports (1901, 1914-1923); and (3) research notebook (1901-1903). Among the items not selected are an unfilled orders notebook (ca. 1901-1902); eight receiving books (1901-1916); an automobile test book (1902); five payroll abstract books (1911-1917); six plant operations log books (1920-1921); and graphs showing the performance of batteries used in automotive starters (1922-1930).

Sales Records. These records consist of reports, correspondence, and printed material pertaining to the sales organization of ESBCo. The documents relate to the salesmen and operations of ESBCo as well as to relations with the Edison Storage Battery Supply Co. and Miller Reese Hutchison, Inc. The selected items are arranged in the following order: (1) daily and monthly sales reports (1910-1924); and (2) documents relative to the business of Miller Reese Hutchison, Inc. (1911, 1916-1918). Among the items not selected are a scrapbook of advertisements and promotional articles (1912-1914) and two in-house publications—*Storage Battery Transportation* and *Storage Battery Power* (1928-1958).

EDISON STORAGE BATTERY COMPANY RECORDS
ADMINISTRATIVE RECORDS

These records consist of incoming and outgoing correspondence, memoranda, agreements, and other material pertaining to the administration of ESBCo. The unbound correspondence is organized chronologically by decade as follows: 1901-1910, 1911-1920, and 1921-1931. The corporate documentation (1901-1924), also organized chronologically, includes agreements, drafts of agreements, certificates, mortgages, a federal tax filing, and other official documents generated by ESBCo. There is also a letterbook covering the period 1904-1916.

The following categories of documents have been selected: correspondence regarding Edison's participation in, or oversight of, ESBCo administration; letters providing an overview of corporate organization or policies; agreements signed by Edison and drafts authored by him; official documents that detail the financial and administrative organization of the company.

The following categories of documents have not been selected: Executive Committee minutes; correspondence regarding routine details of purchasing, sales, accountancy, and other daily operations; unsigned agreements; patent assignments; letters of transmittal and acknowledgment; items that duplicate information in selected material.

The selected records are arranged in the following order: (1) unbound correspondence; (2) corporate documentation; and (3) letterbook.

Correspondence (1901-1910)

This folder contains documents, primarily correspondence, relating to the business of ESBCo. Included are letters pertaining to the construction of the ESBCo works, corporate finance, real estate, chemical production, the supply and performance of "E" cells, and relations with manufacturers of electric vehicles. Correspondents include Edison, Walter S. Mallory, and William G. Bee of ESBCo; investors J. Wesley Allison, Arthur I. Clymer, and James Gaunt; and John Jacob Astor, Herman E. Dick, James Gayley, and Willis N. Stewart. Most of the outgoing letters are tissue copies of correspondence authored by Allan H. Whiting, sales manager of ESBCo. Some of the items deal with supplies available from the United States Steel Corp., the North American Rubber Co., the American Briquetting Machinery Co., and Edison's own New Jersey and Pennsylvania Concentrating Works. Other letters relate to the electric vehicles sold by the Pope, Baker, and Studebaker companies and to Edison's search for an inexpensive supply of cobalt ore. Also included is a 1903 paper entitled "The Edison Accumulator for Automobiles," delivered by W. Hibbert to the Institution of Electrical Engineers in London.

Correspondence (1911-1920)

This folder contains documents, primarily correspondence, relating to the business of ESBCo. Included are letters pertaining to the outfit and supply of the ESBCo works, corporate finance, and the production and sale of batteries and by-products. Correspondents include Edison, Charles Edison, Robert A. Bachman, Donald M. Bliss, Miller Reese Hutchison, Stephen B. Mambert, Arthur Mudd, C. E. Sholes, and other ESBCo employees; investors Arthur I. Clymer, and William D. Sloane; and Frederick A. Hall, an efficiency engineer associated with Frank B. Gilbreth. Some of the items deal with supplies available from the Sangamo Electric Co., the Troy Electric Co., and the Quigley Furnace & Foundry Co. Other documents relate to the foreign sales of Edison storage batteries; the specifications for batteries required by the U.S. Navy; a sales company called the Transportation Engineering Corp., organized by one-time ESBCo employee, H. G. Thompson; and the development of an automotive starter by the Tidewater Equipment Co. Also included are memoranda and conference minutes summarizing the staffing and structure of the Engineering Department, Research Department, and Tube Inspection and Assembly Department; and an insurance report from 1918 providing the layout of the ESBCo manufacturing plant in West Orange.

Correspondence (1921-1931)

This folder contains documents, primarily correspondence, relating to the business of ESBCo. The documents cover the period from 1921 until after Edison's death, but the bulk of the material is from 1921-1924. Included are letters pertaining to the sale of Edison storage batteries, the real estate and capital of the company, and the processes of production, accountancy, and administration. Correspondents include Edison, Charles Edison, H. A. Altengarten, Frank D. Fagan, Stephen B. Mambert, Arthur Mudd, C. E. Sholes, and other ESBCo employees. Some of the items relate to sales agents Maurice E. Fox and John F. Monnot, to the Edison Storage Battery Supply Co.'s contract with the American Railway Express Co., to royalties collected from the Deutsche Edison-Accummulatoren Co., and to service guarantees granted to ESBCo customers. There are also memoranda concerning employees under Edison's direction and relations between ESBCo and the phonograph and primary battery divisions of Thomas A. Edison, Inc. Related material can be found in the Plant Operations and Research Records.

Corporate Documentation (1901-1924)

This folder contains agreements, minutes, certificates, and other official documents pertaining to the formation and activities of ESBCo. There are also draft versions of official agreements, which Edison helped to prepare. Included are items relating to the organization of the company in 1901, to increases in its capitalization in 1910 and 1917, to mortgages obtained, and to sales agreements executed with the Lansden Co., F. J. Lisman & Co., and others. Some of the documents concern agreements that ESBCo signed in 1912 with the General Vehicle Co. and the Hartford Electric Light Co. for supplying, charging, and maintaining storage batteries in electric vehicles. Also included are meeting announcements with marginal notations by Edison; minutes of individual meetings; three addresses delivered at stockholders' meetings; and a 1919 filing for the Internal Revenue Service regarding the assets and liabilities of ESBCo and the valuation of Edison's patents. Related material can be found in the Harry F. Miller and Richard W. Kellow Files (Legal Series).

Letterbook (1904-1916)

This letterbook covers the period June 1904-November 1916. Many of the early letters are by Walter S. Mallory, vice president of ESBCo. Many of the later letters are by Harry F. Miller, who served as secretary and then as treasurer of the company. Other correspondents include Edison and George A. Meister. Included is correspondence regarding the financial health and administration of the company and relations with its British sales agents. Also included are letters delaying the payment of accounts, announcing board meetings, and arranging for the purchase of insurance and supplies. In addition, there is a series of letters prepared by Miller on Edison's behalf to investor Arthur I. Clymer of Ohio.

Executive Committee Minutes (1916-1918) [not selected]

These minutes cover the period September 1916-May 1918. Members of the ESBCo Executive Committee included Charles Edison, who served as chairman, and corporate vice presidents Robert A. Bachman, Stephen B. Mambert, John V. Miller, and H. G. Thompson, although membership and participation varied over time. Included in the minutes of the weekly committee meetings are discussions of corporate policy, product development, and sales structure, as well as routine matters of day-to-day operations and accountancy. The minutes reflect the frustrations of the Executive Committee with the businesses of Miller Reese Hutchison and John F. Monnot—individuals with whom ESBCo had sales agreements. Also included are discussions of estimated retooling expenses, standard sales discounts, prices of supplies and by-products, minor details of plant organization, company letterhead, stock on hand, and insurance. In several cases, one committee member was delegated to consult with Edison regarding a proposed product or expenditure.

Edison Storage Battery Company Records
Correspondence (1901-1910)

This folder contains documents, primarily correspondence, relating to the business of ESBCo. Included are letters pertaining to the construction of the ESBCo works, corporate finance, real estate, chemical production, the supply and performance of "E" cells, and relations with manufacturers of electric vehicles. Correspondents include Edison, Walter S. Mallory, and William G. Bee of ESBCo; investors J. Wesley Allison, Arthur I. Clymer, and James Gaunt; and John Jacob Astor, Herman E. Dick, James Gayley, and Willis N. Stewart. Most of the outgoing letters are tissue copies of correspondence authored by Allan H. Whiting, sales manager of ESBCo. Some of the items deal with supplies available from the United States Steel Corp., the North American Rubber Co., the American Briquetting Machinery Co., and Edison's own New Jersey and Pennsylvania Concentrating Works. Other letters relate to the electric vehicles sold by the Pope, Baker, and Studebaker companies and to Edison's search for an inexpensive supply of cobalt ore. Also included is a 1903 paper entitled "The Edison Accumulator for Automobiles," delivered by W. Hibbert to the Institution of Electrical Engineers in London.

Less than 10 percent of the documents have been selected. The items not selected include routine exchanges regarding the supply of equipment and materials for ESBCo, the payment or deferral of accounts, individual employment decisions, and delays in production. Also not selected are letters of transmittal and acknowledgment and items that duplicate information in selected material.

ESC - Silver Lake

July 8th,1901.

Mr. David Tuers,

288 Orange Road,

Montclair,N.J.

Dear Sir:-

Please enter our order for one well to be located at Silver Lake,N.J. You are to start work on this on or before July 15th and complete it on or before August 15th,1901.

You are to furnish standard casing and all tools and appliances, completing the well without any expense to us, to a depth of 150 feet. If on reaching that depth there is a continuous flow of clear water at the rate of 20 gallons per minute, we will pay you $1.50 per lineal foot. In case there is not a continuous flow of 20 gallons per minute at the depth of 150 feet, you agree to drill to whatever depth is necessary without additional expense to us, until a continuous flow of 20 gallons of clear water per minute is obtained.

The well is to be 6 inches at top and not less than 5-3/4 inches at bottom.

Yours very truly,

W. Van Allen

Accepted

David Tuers

14

Wrote 7/17/01

[ATTACHMENT]

Band Truss

Montclair, N.J.

Mallory

Close contract for sinking 6" wall + not less than 5 3/4" at bottom a well at Silver Lake for storage Battery Co-

Start before Aug 15th

Complete before Aug 15th

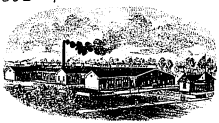
price is One dollar & fifty cents per foot. Contractor furnishes Casing & all Complete + guarantees a continuous flow of clear water at the rate of 20 gallons per minute at a depth of 150 feet, or he will drill deeper at his own expense until water is obtained

Standard

payment

Edison

ESB- quotes



OFFICE AND WORKS: "THE LATCHES" BELMONT AVENUE. SPRINGFIELD, O.

JOHN J. HOPPES, Pres't
ROBERT JOHNSON, V. Pres't

A. G. SPENCER, Sec'y.
J. A. NATHARD, Treas.

The Hoppes Manuf'g Co.

MANUFACTURERS OF
HOPPES LIVE STEAM FEED-WATER PURIFIER
AND EXHAUST STEAM FEED-WATER HEATER.
W. H. P. FISHER, REPRESENTATIVE.
Room 701 A. Girard Trust Bldg. Telephone 3-47-22.

PHILADELPHIA, PA., July 17, 1901.

Edison Storage Battery Co.,
Edison Labratory,
Orange, N.J.

JUL 18 1901

Order this when price is right
JCE

Gentlemen:-

Your esteemed favor under date of July 13th, asking price f.o.b. cars Silver Lake, N.J., on one Live Steam Feed-Water Purifier of 800 gallons capacity per hour, has been referred to this office with instructions to quote you price, time of delivery and best discount.

In the proposition which we enclose, we quote you on Purifier for ~~200#~~ 100# working steam pressure. Should you not intend to carry this amount of pressure we would furnish you, on the same guarantee, conditions and terms, a Purifier for a maximum working steam pressure of 150# for $807.00.

We could ship the Purifier for ~~150#~~ 100# working pressure immediately on receipt of order; should you want the Purifier built for 200# pressure we would have to build same, and could not make shipment under 10 days.

We enclose blue print drawing giving dimensions of this Purifier. Any further information that you desire will be cheerfully furnished if you will write us, or the writer will call at your office and see you, if you so desire.

Awaiting your further commands, we remain,
Yours truly,
THE HOPPES MANUFACTURING CO.,
By W. H. P. Fisher

Our address is now #818 Fidelity Mutual Life Bldg.

[ON BACK OF PRECEDING PAGE]

Your esteemed favor of the 17th received, and replying to same we would state that the proposition which you have sent us is not what we want.

We will never carry a steam pressure of 100#, which would materially reduce the weight of the purifier and a corresponding reduction in the price of same.

Kindly reconsider your bid on the above working pressure of 100#.

Yours very truly

E. S. B. Co

E.S.E.

July 19,1901.

Mr. Herter:-

Go ahead and take charge of the placing and arranging of the Silver Lake Chemical Works. Benson will see that the work is carried out as you plan it.

Order what is necessary through Mr. Mallory to carry out the plan as agreed upon between myself and J.W. Aylsworth; advance the work as fast as possible and get everything in position.

Push the furnace in the Barn for Rafn, as he must make a lot of iron for the 20 cells of battery Rogers is making and has not got much time to do it. Any change he wants, make them quickly.

Yours,

Edison

ESRCo

August 6,1901.

Mr. Randolph:-

I have given Devonald instructions, hereafter not to pay the Glen Ridge pay roll until it has been approved by Mr. Benson. The recent mistake in rates on the Italians caused us a great deal of trouble and we want to avoid anything of this sort happening again.

Yours very truly,

Devonald
Please note
and be governed
accordingly
Mallory

THE PACIFIC STATES TELEPHONE & TELEGRAPH COMPANY.

Office of Vice President & General Manager.
San Francisco.

August 9th, 1901

Mallory

Mr. Thomas A. Edison,

Orange, New Jersey.

Write Glass we will ship as soon as factory is ready

Dear Sir:-

Would you kindly have 30 sets elements complete Edison storage battery and 30 cells for same shipped to the address of this company, San Francisco by rail as soon as you are ready for delivery.

Tony he is chairman to give the first order — his wire

These cells are to be of as large size as you supply not exceeding 300 ampere hours.

promise you

Kindly say when we may expect them.

Yours truly,

Louis Glass

Vice President & Gen. Mgr.

Answered

WAM

Buffalo, Attica & Arcade Railroad Co.

Office of the President.

Arcade N.Y., October 18th, 1901.

Mr. Thomas A.Edison,

Orange, N.J.

Hill — Explain that we are producing today a whole full order as good as possible. E

Dear sir:-

Your favor of the 15th inst. at hand. Will you please enter my order for four hundred horse-power of your batteries, to be delivered after your works are in operation. March or April delivery will be sufficent for my purpose.

If you can name price and guarantee now, I would be glad to know them; if not, please do so as early as you can. I have some idea of this from my conversation with you.

Will you also kindly inform me on the following points:

1st. Is it to be expected that a charged battery of say one hundred horse-power will give up this amount of power until entirely exhausted, and will not under any circumstances give up a greater power for a shorter time? - It will give up power at a greater rate than its normal rate but at a greater loss

2nd. How many hours can a hundred horse-power battery be expected to work to its full capacity, and if the average draft from it is only twenty-five horse-power, will it work a proportionally longer time?

100 H.P. hour battery will give ~~for~~ one horse-power for one hour or 33 Horse-power for 3 hours.

3rd. Will it stand charged and unused without losing power?

I assume that the trolley system can be attached to the same car with this battery, and when under a wire car can be operated entirely by the trolley. Yes

Very truly yours,

The loss by standing charged is practically very small

President.

E5506 60. Min. Dep. Equipment

October 21,1901.

Mr. Herter:-

Mr. Edison says that on any more concrete work for Silver Lake, to use up the old brick instead of buying trap rock wherever it is possible.

W Emmons

(1901)

Battery.

(1) How about Vats? are all that are wanted been ordered. Ordered

(2) How about Lumber and plans for erecting vats on.

(3) Pump for transferring liquids.

(4) Copper lined vats.

(5) Iron kettles, how many wanted, have they been ordered. X

(6) Stone ware tubs, how many wanted and have they been ordered. X

(7) Steam Engine, (Corlis) for furnishing power, Dynamo for same, switches, starting box, foundation plans for Engine, steam piping, exhaust pipe, water separator, pipe covering and Belting.

Have shown this plan

(8) Number and size motors wanted in plant both buildings.

(9) Electric Lights, wiring, switches, volt indicator for lighting.

(10) Pump for Artesian well.

(11) Condenser for distilled water, tank, etc. Pump from Mine. Order.

(12) Boilers, boiler setting, stock, feed pump, grate bars, stoking tools, wheel-barrows for coal.

(13) Filters, Cloth, filter stands, evaporating dishes.

(14) Furnaces, fire brick, grate bars.

(15) Dryers, steam piping, trays, pans for drying, fans, motors.

(16) Stirring paddles in tanks, motors, etc.

(17) Water closet for men.

(18) Gas meter and building separately.

(19) Hydrogen generating, purifying, etc. in above building.

(20) Steam heading of buildings.

(21) Test room.

(22) Office.

(23) Iron furnaces and piping for hydrogen.

(24) Nickel oxide grinding.

(25) Nickel and Iron mixing with Graphite.

(26) Packing.

Cost for pump.

Glen Ridge.

(27) Water Closet.

(28) Plumbing for water closet.

(29) Remove the water closet in corner at top and pipe.

(30) Get machine shop tools and countershaft O. K. and tools ready.

(31) Benching all up, vises in position, drawers in.

(32) Ladder to motor, starting box for same.

(33) Belting for machines.

(34) Office furniture, get desks, etc. for furnishing from Edison.

(35) Small tools where good from Edison.

(40) Plan of bottom floor 3 story building, position of the hydraulic presses and other heavy machinery.

(41) Elevator and Motor, starter, etc.

(42) Gearing and Motor for rolls.

(43) Hydrogen annealing furnaces.

(44) Engine, boiler, water separator, piping (Covered), stocking tools, switch board, ampere meters, volt meters.

(45) Dispose of scrap iron.

(46) Dispose of Wood.

(47) Drainage system.

(48) Fix up blacksmith shop.

(49) Remove brass foundry.

(5) Get drain back of long low building.

(51) Arrange nickel plating plant.

(52) Arrange machinery 2nd story.

(53) Arrange machinery 3rd story.

(54) Store good but unnecessary stuff in side buildings.

(55) Fix up yard.

(56) Point brick of buildings.

(57) Paint where Iron discolors the water paint.

(58) Hurry Benton on his return to complete machine for briquettes.

(59) Have Benton design changes necessary to make Edison Briquetting machine into Nickel and Iron Briquetting Machine.

(60) Benton and Rogers finish model of machine making small briquettes so can go ahead;build lot of them.

(61) Benton design a roll mixing machine for mixing Nickel with Graphiteralso Iron.

(62) Decide about rolls for grinding Nickel before mixing with Graphite.

(63) Decide about model press for making cups and order necessary presses 100 horse power daily.

(64) Test model strip perforator and make what is required for 100 horse power daily 20 hour shift.

(65) Rogers to decide about the cells, making machinery what is required, Edison will give various size of cells.

Bethany S. Conds

Gaunt & Janvier
365 & 367 Canal Street
New York

Pears' Soap

New York, Feb. 18, 1902.

Mr. W. S. Mallory, Esq.,
Haddon Hall,
Atlantic City, N. J.

Dear Mr. Mallory;-

I am sorry to learn from my brother who returned late last night that you are not quite yourself again. I trust that the balmy air of Atlantic City will put you right.

I went out yesterday in all the storm to the laboratory with Mr. Bayly, who is the half owner of the gold mine in Arizona which Mr. Edison has been looking into. Bayly became very much interested in the battery and would like to take some of the bonds upon which you have an option.

My brother and I want you to feel easy in the matter of your subscription, and are disposed to do what will best meet with your wishes.

We will take the ten thousand outright and I will let my partner have one or two and Bayly three or four, Doctor and I taking the balance. Possibly if you could have the ten thousand subscription turned over to me, you could get an option from Edison for five thousand of his, the call holding good to you for a year. If however you could not do this, we will take the five thousand outright and give you the call on the balance of five thousand. It is our wish to take at least this worry off your shoulders. Write me in the matter as I wish to keep it open until I hear from you.

With kind remembrances to Mrs. Mallory, believe me

Faithfully yours,

J. Gaunt.

Feb.26,1902.

My dear Mr. Gaunt:-

Replying again to your letter of the 18th inst., I beg to state that I have taken the matter of Storage Battery bonds and stock up with Mr. Edison, and find that he prefers not to give me an option on $5,000.00 additional, as he has let so much of his subscription go; (He has just let Mr. R. H. Thompson, of Brooklyn, have $5,000.), also two other of his friends, so his original subscription of $50,000. is cut down about half.

Under the circumstances, therefore, I am very glad to accept your offer, which I understand to be as follows:

I am an original subscriber for $10,000. of the bonds of the Edison Storage Battery Co., carrying with them a bonus of $5,000. of the stock of said Company, according to conditions stated in agreement dated Orange, July 11,1901, between "The Edison Storage Battery Company, a corporation organized under the laws of the State of New Jersey, party of the first part, and the several subscribers, whose names are hereunto annexed, parties of the second part, and Thomas A. Edison, party of the third part."

I understand that you, Dr. Gaunt and Mr. Bayley will assume my $10,000. subscription and make payments already called of thirty percent, (three calls of 10% each) and will pay the call of 5% due on or before March 3,1902 and such further calls as may be made by the Company, under the conditions of contract, and that you will give me a call or option good for one year, on five thousand

Mr. J. G. #2.

of the bonds , carrying with them twenty-five hundred dollars of stock at same price as that which you paid for the bonds.

I suppose it will be in order to have an agreement drawn; I will be glad to have it done, unless you prefer to do it.

I desire to express again to both Dr. Gaunt and yourself my great appreciation of your kindness in helping me in this matter and while I am very sorry to let go one half of my subscription, there is no one to whom I would rather assign it than to the Doctor and yourself, as I feel convinced, from present conditions of the battery, that the stock will be very valuable.

Sincerely yours,

To James Gaunt,Esq.,
365 Canal St.,
New York.

E. S. & C.

HORACE H. THOMPSON, PRESIDENT. HENRY D. NORRIS, VICE PRESIDENT. EDWARD S. SHARPE, TREASURER. MARTIN H. DAY, SECRETARY.

THE THOMPSON & NORRIS COMPANY,

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PRINCIPAL OFFICE & WORKS.
PRINCE & CONCORD STREETS.

MEDALS.
AMERICAN INSTITUTE, NEW YORK, 1877.
INTERNATIONAL INVENTORS EXHIBITION, LONDON, 1885.
EXPOSITION UNIVERSELLE, PARIS, 1889.
WORLDS COLUMBIAN EXPOSITION, CHICAGO, 1893.
EXPOSITION, BORDEAUX, 1895.

BROOKLYN, N.Y. Feb. 26, 1902

S

W.S.Mallory, Esq.,
Edison Laboratory,
Orange, N.J.

Dear Mr.Mallory:-

As agreed yesterday, I beg to hand you herewith Check for $1750.00, covering as I understand it, the three instalments of 10%, and the fourth of 5% due on or before March 3rd on the amount of the $5000 Bonds of the Edison Storage Battery stock, which Mr.Edison has kindly allowed me to have.

With thanks to Mr.Edison and yourself for the favor, and awaiting due returns, I am,

Very truly yours,

H H Thompson

[ON BACK OF PRECEDING PAGE]

Feb.27th,1902.

Robt. H. Thompson,Esq.,

Prince & Concord Sts.,

Brooklyn,N.Y.

Dear Mr. Thompson:-

I beg to acknowledge with thanks the receipt of yours of the 26th inst. enclosing check for $1750. covering three instalments of 10% each, already paid and the fourth of 5% due on or before March 3rd, on amount of $5,000. bonds of the Edison Storage Battery Company, which Mr. Edison has agreed to let you have out of his subscription.

I beg herewith to enclose an assignment from Mr. Edison covering the right. We will also arrange to have one of the bonds issued and forwarded to you as soon as it is countersigned, and hereafter as soon as all payments amount to more than an additional $1,000., bonds will be forwarded to you.

Mr. Edison left this afternoon in very good health and spirits and has given us free hand both in the Cement and Storage Battery work. We hope within three or four weeks to send you an invitation to come to Orange and have a ride over one of the new batteries.

Yours very truly,

(end.)

Gaunt & Janvier
365 & 367 Canal Street
New York

Pears' Soap

New York, Feb. 27, 1902.

W. S. Mallory, Esq.,

Orange, N. J.

Dear Mr. Mallory;-

I am in receipt of yours of Feb. 26th, the contents of which are entirely agreeable.

I shall be glad if you will have the agreement drawn and bring it in to me, making an appointment to lunch with me as soon as you can. I trust that this will be at an early date because I want you to meet a man who is about leaving for London, and I am desirous that you should see him before he goes.

Please let me know whether it will be agreeable for us to pay at once $4,000 on account of this $10,000 and have the four bonds delivered to us. This will anticipate the repaid to me extra 5%, but it will put the matter into a more concrete shape. I presume that you can bring the four bonds in with you and at that time have us sign the agreement, and upon delivery of the $4,000 get the bonds?

Kindly let me know your pleasure in the matter, and believe me

Faithfully yours,

A. Gaunt.

ESBC - Silver Lake

Cable Address
"Edison, New York."

From the Laboratory of
Thomas A. Edison

Orange N.J. Aug. 21, 1902.

Thomas A. Edison, Esq.,

Stewartsville, N. J.

Dear Sir:

I beg to advise you that the mortgage on the Silver Lake property for $11,175.00 falls due on Sept. 30th and is held by Mr. H. C. Hallenbeck, Mountclair, N. J. Do you wish me to find out if Mr. Hallenbeck will let the mortgage run.

Yours truly,

J. R. Randolph.

Write & get Mr. Hallenbeck if he wants the Mortgage paid or extended

United States Steel Corporation

71 BROADWAY EMPIRE BUILDING

VERYL PRESTON,
THIRD VICE PRESIDENT.

New York, 28th August 1902.

Dear Sir:

Herewith returning communication of Edison Storage Battery Company, dated the 6th instant, we beg to advise it is not probable that the special steels of very high tensile strength would answer the requirements of the Edison Company, as material of the character mentioned is so brittle as to practically forbid its formation into shapes such as are mentioned by the Edison people.

It is quite possible that nickel steel would supply the want of the E. S. B. Company, and, doubtless material of this character could be obtained in the sizes mentioned, although the quantity of an order would be of necessity sufficiently great to warrant making a heat of special steel. Steel of this sort would be very costly in its raw state, and the cost of working it into plates or strips would add very much to its price on account of the difficulties attendant upon working such material and the heavy manufacturing loss incident thereto, and, consequently any price named would be a mere guess. We suppose the price would be at least 10 cents per pound and probably more, even in the form of tubes, which would be easier to obtain than sheets or plates in material of the sort under consideration. We are inclined to believe that the lowest price it would be possible to name for nickel steel would be prohibitive.

If we can be of any further service in the matter, we shall be pleased if you will so advise us.

Yours very truly,

Third Vice President.

Mr. James Gayley, First Vice President,
United States Steel Corporation,
71 Broadway, New York.

G. E. Haley Esq
With the Author's Compliments

Institution of Electrical Engineers.

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THE EDISON ACCUMULATOR FOR AUTOMOBILES.

BY

W. HIBBERT, Associate Member.

Paper read November 26th, 1903.

Excerpt from the Journal of Proceedings of the Institution of Electrical Engineers, 1903, Part 165, Vol. 33.

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THE EDISON ACCUMULATOR FOR AUTOMOBILES.

BY

W. HIBBERT, Associate Member.*

The problem of making an accumulator with an alkaline electrolyte has been before the world for many years, and has been attacked by a fairly numerous body of workers. It is known that Mr. Edison is one of this number, and various public statements have appeared as to the results of his labour. Most of these can be neglected as void of authority, but the account published by Dr. Kennelly before the American Institute of Electrical Engineers was evidently based on carefully executed work. From this paper we learned the general nature of the cell, together with certain useful numerical data. 14 watt-hours were obtained from one pound weight of the cell, the average E.M.F. being about 1·25 volts.

It is not necessary to repeat here the other data from Dr. Kennelly's

* Read at Meeting of November 26th, 1903.

paper, as they will be brought up to date by the facts to be quoted from my own tests. It is sufficient to say that very little was done during the next year. The matter seemed to fall into the background, and public opinion settled down to a vague belief that the cell had not yet reached the commercial stage. Indeed, I have heard doubts expressed as to the very existence of the cell. To some extent, I shared this scepticism, not because I doubted the existence of the accumulator, but because of its constitution. I doubted (and expressed my doubts in print) whether the plates would be altogether free from local action, and whether a very small amount of this weakness would not be sufficient to destroy the plate. These fears were based on the data afforded by Dr. Kennelly's paper, more especially the thinness of the plates, and also the probable results of mixing graphite with the active material.

Such anticipations were, I suppose, quite legitimate as anticipations, but they have not been justified by the results of actual trial. It is one of the striking features of the cell, that it recommends itself by work more than can be done by any verbal account.

In the early part of this year, I obtained three of Mr. Edison's cells of small size, and in early June was provided with a Standard Automobile cell. Finally, during part of my summer vacation I was able to run about 500 miles on an automobile driven by 38 Edison cells. The general results of the work done on all these will be described in this paper. I shall confine myself to a somewhat simple statement of the facts verified by myself, feeling sure that these will be most acceptable to the members of the Institute. But it may be worth while mentioning that well-known men at Milan, Paris, etc., have obtained laboratory results which agree in all the main particulars with my own. They have not as yet had the opportunity of testing on the road. A brief description of the cell will be advantageous.

Standard Automobile Cell.—This contains 14 positive and 14 negative plates. Each plate is made of sheet-steel, nickel plated, punched with 24 holes of rectangular shape. In each of these holes is inserted a flat pouch or pocket containing the compressed active material. The walls of these pockets are perforated by exceedingly fine slots or holes, through which the liquid can penetrate. Thus the current can easily pass to and from the active material contained in the pockets.

Active materials.—Both positive and negative plates are alike, except in respect of the active material. The pockets on the positive plate contain nickel peroxide; those on the negative plate contain finely divided iron. Each of these active materials is, I understand, mixed with flake graphite.

Electrolyte.—The liquid is a 20 per cent. solution of potash.

Arrangement.—The plates are fixed very near each other. Yet there does not seem to be any danger of short-circuits. The plates are thin, it is true, but being made of steel, they are thick enough to give rigidity. As a further precaution, vulcanised rubber separators are put between the plates, making the whole a compact mass, whose stability is calculated to resist all the ordinary mechanical shocks it is likely to undergo.

External arrangements.—The cell is sealed in its steel case, the top

being fixed on by a special solder not acted on by the potash. Two stout connecting-pins (from the positive and negative plates respectively) come through liquid-tight bushes of vulcanised rubber. These pins are made slightly conical, as are also the connectors which fit on them, and the mechanical finish and easy grip of this terminal add to the value of the battery. The connector is further secured by a screw-nut and fastening-pin. The connector has a much higher conductivity than those of the ordinary type of accumulators.

On the top of the case there are also:—

(*a*) A spring stopper with rubber flange, covering the hole by which the electrolyte is introduced, or distilled water added from time to time.

(*b*) A vent hole guarded by a gravity valve. This provides for the escape of the gas evolved during charge. The hole and valve are covered by a gauze nipple, which prevents escape of spray while allowing gas to pass. It also prevents any flame finding access to the interior of the cell through the stream of evolved gas.

The complete cell stands 13 inches high (overall) and measures 5·1 × 3·3 inches horizontally. It weighs 17·8 pounds. A large part of the external steel case is corrugated to increase its rigidity.

An immediate consequence of examining these features of the cell, is to impress the observer with their admirable fitness—perfection is hardly too strong a word. That which is so lacking in ordinary accumulators—mechanical strength or design—is here in obvious and large measure. The general mechanical structure of the cell is well calculated to remove or to diminish any antecedent adverse opinion.

Electrical data.—The E.M.F. is 1·333, though as there is a very persistent gaseous polarisation effect, the figure cannot be regarded as quite rigid. For a long time after charging it is much higher. The internal resistance is 0·0013 ohm. The output at 60 amperes is 210 watt-hours, = 11·8 watt-hours per pound.

The diagram Fig. 1, on page 4, shows the arrangements used for charging and discharging.

E is the cell under test. *l l l*, pieces of trolley wire used for connections. $M_1M_2M_3$, mercury-cups standing in a large tank full of oil.

R, a standard resistance = 0·01009 ohm, verified by the Board of Trade.

V and A, voltmeter and ammeter, both re-calibrated for these experiments.

Large lead accumulators were used for charging E. For the purpose of charging, constantan resistances of varying value and diameter were used to bridge M_1M_2. For discharging it was necessary to bridge M_2M_3 as well. The control of either strong or weak currents was quite easy and rapid by putting constantan wires in parallel across the mercury cups. In very few of the experiments did the current vary as much as 1 per cent. The average variation was probably about 0·3 or 0·4 per cent.

The curves in Fig. 2 tell their own story.

A striking feature of the curves is the relatively high value of the capacity at the higher discharge rates. The difference in ampere-

hours at 30 and 60 amperes is almost negligible. Even at 120 amperes the capacity is 93 per cent. of the maximum, and at 200 amperes is still as high as 82 per cent.

These results at once indicate a valuable feature of the cell for many of the emergencies of engineering. That the quantity obtainable at the high rates should be such a large proportion of that possible at low rates is both surprising and agreeable.

Output.—In relation to the weight of the cell the work done is higher than usual. Taking the output at 210 watt-hours,* and the weight at 17·8 lbs., the specific output amounts to 11·8 watt-hours per pound of cell. This must be regarded as a high figure. It is true that nearly equal figures have been obtained with other cells, but confessedly at considerable risk. The weight of lead cells is reduced by making

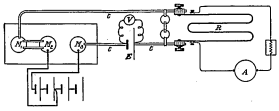

FIG 1.

the supports very thin, but this shortens life. Output can be increased by using stronger acid, but this leads to rapid loss of charge if the cell stands idle. These serious risks do not accompany the method of getting high specific output in the case of the Edison cell. It is, as we shall see, able to retain a large proportion of its charge for a long time, and its relation to "life," although not yet fully verified by my work, is one of very considerable security as far as can be judged by the results already obtained. In relation to volume, the specific output is 1565 watt-hours per cubic foot.

Influence of Temperature on Output.—In the case of lead cells, this is very marked. With the Edison cell, no definite series of experiments has been made, but accidental circumstances afford evidence of some interest. Some discharges were taken on two of the few very hot days of last summer. The high temperature of the air, added to the heating effect of the currents, caused the temperature of the cell to rise very high. With a current of 150 amperes, it reached 54° C. The output rose to 163 ampere-hours, some 9 ampere-hours more than were obtained at a temperature of 33 degrees. This is an increase of 5·5 per cent. in capacity for a rise of 21 degrees, or an increase of 0·26 per cent. per 1 degree rise.

* This is at 60 amperes: at 30 amperes the output is somewhat higher.

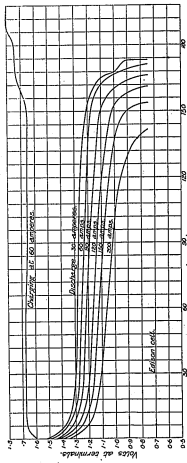

FIG. 2.

Other experiments, not specially designed to test the point, indicated a detectable but small increase. The effect is, however, very much less than with the lead cell. With them, it may be 2 or 3 per cent. per degree centigrade. With the Edison cell, a few degrees difference in temperature would produce hardly any change in the quantity output.

This difference in the effect of temperature doubtless arises from the difference in the nature of the actions going on in the respective electrolytes. The continued working of the lead cell demands a continued supply of the acid at the internal working faces of the porous materials on the plates, and a rise of temperature helps to provide this by increasing the rate of diffusion of acid from the outside. In the Edison cell there appears to be practically no need for diffusion or circulation of the liquid. It is not an active material in the ordinary sense; it acts only as a conductor. Hence a higher temperature cannot change the action except by diminishing the internal resistance of the cell. Even here the action must be differential. For the liquid will diminish in resistance as the temperature goes up, while that of the plates themselves will increase. The first of these, however, being the greater, will determine the resultant change, with a consequent increase in chemical action before the pressure falls to a limiting value. For example, in the experiment described, which led to a final temperature of 54° C., the resistance of the electrolyte would be about 30 or 40 per cent. less than in the corresponding experiment at 33 degrees.

It is also of interest to note that these experiments at higher temperatures were the earliest. The other experiments described in this paper were all done subsequently, and therefore show that no injury had resulted from the heating due to higher external temperature and also to the excessive currents passing through the cell.

Internal Resistance.

It is not easy to determine this except at times when the pressure curve is tolerably flat. Attempts were made, however, to get an approximation by opening the circuit for a moment or two and noting the rise in volts at the terminals. The value—

$$\frac{E-V}{C}$$

comes out as a tolerably constant figure from the various curves in Fig. 2. It rises from 0·0013 ohm with the lower currents, to 0·0016 with the higher. The value does not vary appreciably over the greater part of the discharge. But towards the end, where the pressure begins to fall quickly, the resistance rises at a fairly rapid rate. At the end it may approach 0·004 or 0·005 ohm.

Short Circuit.

With the object of testing the power of recovery, one of the small cells was partially discharged, and then short-circuited for forty-eight

hours. After a subsequent long charge it gave the discharge curve B, Fig. 3. Compared with the normal discharge curve A, B indicates a deficiency. It is evident that the cell has not yet recovered. On charging again, however, and taking a second discharge (curve C), the deficit hardly appears; the cell has practically recovered from the harsh treatment to which it had been subjected.

High Rate of Charging.

The foregoing experiments prove conclusively that the Edison cell can maintain a high rate of discharge. The interest of this question hangs on its maximum charging rate, and this I have not been able to reach. The following curves, Fig. 4, show the course of an experi-

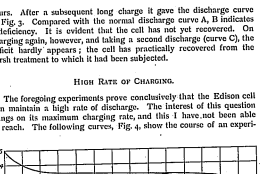

Fig. 3.

ment made to test this point. The cell was first carefully discharged at 30 amperes down to 0·75 volt. It was then charged for one hour, 177 ampere-hours being put in. The current was not quite steady, varying from 180 to 176 amperes over most of the time. Near the close of the hour it fell to 166 amperes. The subsequent discharge shows that 124 ampere-hours were delivered, which equals 70 per cent. of the charge.

Further experiments on this point appear in the later section dealing with the motor-car work, proving that the cell can be charged at over 200 amperes.

Flexibility of the Cell.

The new cell will probably be called upon to stand very rapid and large fluctuations in the value of the current. The following curve, Fig. 5, shows that it behaves like an elastic structure, its pressure rising and falling with varying demand, but responding at such a rapid rate that the lines of changing pressure appear vertical on the diagram.

The change to and from 230 amperes will appear more trying if the weight of the cell be kept in view.

Continued Discharge at Lower Voltage.

In most of the experiments so far described, the discharge was stopped when the terminal voltage fell to 0·75. At this point, as all the curves show, the pressure is falling rapidly, and would lead to the assumption that it must speedily reach zero. But this is not the case. At a still lower pressure the rate of fall suddenly alters, and the curve becomes flat again. Presumably this is due to a secondary chemical action arising when the active materials have been more or less changed by the ordinary discharge. The curves given in Figure 6 indicate the extent and variation of this prolonged discharge. They were given

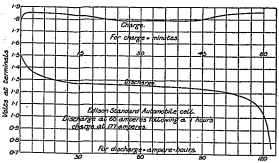

Fig. 4.

by one of the small cells containing four pockets, two positive and two negative. The currents are small, but the indications are typical of the behaviour of larger cells.

Effect of Rest.

There are many experiments in my notebook which show that the cell does not suffer when allowed to stand discharged for fair lengths of time. A very good illustration will be given when dealing with the motor-car trials. A parallel question arises as to how far the cell can retain its charge when allowed to stand idle.

Various trials have been made, two of which may be mentioned. A cell was charged fully and allowed to stand 48 hours before discharge began. It then yielded 155 ampere-hours = 91 per cent. of the full discharge.

Part of this deficiency is undoubtedly due to the fact that a discharge

commencing immediately is enriched by the gases contained in the pockets along with the active material. The experiment just alluded to was therefore regarded as giving an idea of the immediate value of this

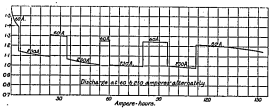

Fig. 5.

gas effect, along with the 48 hours' action due to a short rest, such as the experiment was intended to detect. To get a better estimate of the effect of rest on the active materials, the cell was now charged up again

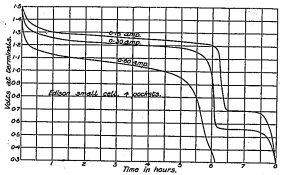

Fig. 6.

and allowed to rest for 26 days. The discharge which followed gave 124 ampere-hours.

Compared with the full discharge, 170 ampere-hours, this is equal to 73 per cent. But compared with the discharge taken after two days' rest, we have an efficiency of 80 per cent. after 24 days' rest. That is to say, the active material lost only 20 per cent. of its charge in 24 days.

The reference here made to the effect of rest on a charged cell makes this a convenient place to say how persistent is the effect of the electrolytic gases on the E.M.F. When charging is complete the E.M.F. is about 1·6 volts, and if the cell be left on open circuit the value falls very slowly to about 1·35. It may be interesting to give a curve showing the time change in the E.M.F. when the charged cell is allowed to stand.

Efficiency.

Efficiency is not very much considered in the present methods of working traction cells. A laboratory experiment is of much less use on this point than on many others. The strength of acid employed enjoins on the user the advisability of charging up when the car comes in, and of giving the cells a "back-up" charge if much time elapses before the car is used again. This reduces efficiency. Tested on the bench, the Edison automobile cell has an efficiency varying from 66 to 50 per cent. Charged and discharged at 60 amperes, I found it to be just about 60 per cent. Charged at 100 amperes and discharged at 60, the efficiency was 56 per cent. Charged for one hour at 177 ampere

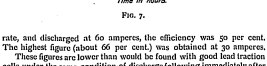

Fig. 7.

rate, and discharged at 60 amperes, the efficiency was 50 per cent. The highest figure (about 66 per cent.) was obtained at 30 amperes.

These figures are lower than would be found with good lead traction cells under the same condition of discharge following immediately after charge. But the experiment described on page 211, in which a cell was kept charged for nearly four weeks, proves that under garage conditions the Edison cell would have a much higher efficiency than the cells now used.

The point is of secondary importance only, as the total cost of keeping a car in running order is so high in relation to the cost of energy, that variations in the latter are of small moment.

Observations on the Road.

In considering the conclusions which could legitimately be drawn from the foregoing laboratory experiments, it was obvious that the results might be objected to on the ground that an accumulator intended for automobiles ought to do its work on the road, subject to all the irregular vibration which travelling entails. The force of this objection is obvious, and I was anxious to get some chance of watching the battery under running conditions. Fortunately, some 40 cells

arrived from America in July last, and Mr. Dick had 38 of these placed on a runabout, and gave me the chance of observing their behaviour. To this opportunity I could devote only a part of my summer holiday, and therefore the observations do not cover such a long run as is desirable. But they were long enough and varied enough to show that the laboratory results are still obtained when the work is done on the road.

A brief description of the car will suffice. It was a runabout made by the Stadelsaker Company of Indiana, weighing, when fully loaded and carrying two persons, about 1,050 lbs. Of this, 700 lbs. was due to the 38 cells and their wooden frames.

Unfortunately, the battery and motor were unhappily mated, the latter being a Westinghouse 40-volt 24-ampere machine, while the cells gave an average pressure of about 48 volts. The motor was therefore overloaded all the time, and if it had been a point of importance to investigate the motor and car as well as the battery, some changes would have been necessary. But as the battery could, by careful observation, be tested independently, and as time was not too plentiful, the car was accepted as it stood.

It is not necessary here to describe any of the mechanical details. The controller had four stops with four speeds, but the first and second were hardly ever used except momentarily.

It remains now to state the results of the tests. The form in which this is done is of some importance, because it ought to deal with the battery side of the investigation: traction questions proper are subsidiary. A brief statement will clear them out of the way.

Tractive Effort.—On good level road the speed was close to 14 miles per hour, and the power about 1,920 watts, which is practically equal to 2,200 watts per ton. These figures indicate about 79 lbs. per ton for the tractive effort. Allowing for the motor efficiency, and putting it at 85 per cent. (probably not so good because of overloading), the tractive effort is 67 lbs. per ton.

The work appears to be about 135 watt-hours per ton-mile, a higher figure than is usually taken in America. This is not astonishing, considering the want of balance between battery and motor.

Cost of Power.—Fourteen miles meant nearly two B.O.T. units. If we take the efficiency of the cells as low as 50 per cent. (it is always low in electric traction as usually carried out), the charging would be 4 units. At 2d. per unit the cost would be 8d., or 0·57d. per mile.

Turning to the battery. The programme I drew up was intended to yield answers to the following questions:—

1. Is the capacity of the cell the same when running on the road as when discharging in the laboratory?
2. Will the battery stand excessive discharge rates on the road?
3. Will it take a rapid charge and utilise it on the road?
4. Will it recover after lying discharged for some time?
5. Does the capacity change in any detectable degree by reason of the mechanical agitation?
6. What attention is required?

When the car was handed over to me it had already been driven by the battery a distance of about 400 miles. This work was done in Paris, the charging being arranged by M. Gadot. This part of the work, however, I do not describe, the purpose being to exclude all but my own work.

The following is a diary of our runs:—

Aug. 29.	Standing discharge: 159 ampere-hours.		
Aug. 30.	Paris to Versailles and back, through the Park of St. Cloud. Good climb. Run about Paris ...	39	miles.
„ 31.	Eighteen miles towards Rouen and back. About Paris...	48	„
Sept. 1. } „ 4. }	Journey to London. Car ran across Paris, then train to Havre; train also from Southampton to Waterloo. Motor overhauled at Niagara Garage, and then finished the discharge by running round London. At Southampton the battery had to be partially discharged through wire...	29½	„
„ 5.	London to Northampton, stopping at Dunstable for a partial charge. Part of the discharge was taken next day round about Northampton	77½	„
„ 7.	Northampton to Leicester. One stiff climb at Hopping Hill	32	„
„ 8.	Partial charge at 100 A. for 90 minutes = 150 A.H. Leicester out towards Nottingham 16 miles and back; through Loughborough	38	„
„ 9.	Charge 225 A.H. Repeated yesterday's run with extension. Discharge 150 A.H. ...		
„ 9.	Charged 1 hr. 55 min., 219 A.H. Repeated the Loughborough run ... ... Last six miles run out next morning.	77	„
„ 10.	One hour's charge, 150 A.H. Same run. Discharge, 107 A.H. (32 miles)...		
„ 10.	Charged 1 hr. 20 min. = 242 A.H., and started off for Northampton. Storm all the way. Wind dead ahead. Most excessive discharge	65	„
„ 11.	Northampton to London, with partial charge at Dunstable. Run about in London ... ... Allowed to stand discharged for ten days.	71	„
„ 20.	Charged for 1 hr., 186 A.H. Run round London	31	„
„ 29.	Standing discharge: 158 ampere-hours.		

The total distance run is 508 miles while under my control. Adding the 400 miles run before that time gives 908 miles.

It will be observed that several runs were made from Leicester. This was due to the fact that Mr. Hales, the engineer to Mr. Walters, was kind enough to arrange that he would be ready to assist in charging just as I liked, and at any hour. Mr. Hales also chose for me the route

followed, my request being that it should be a fairly typical English road. The conditions of such run were decided not by the desire to make so many miles, but to solve one of the six questions already mentioned.

1. Is the capacity on the road equal to that found in the laboratory?

In order to answer this and some other questions, I determined to eliminate the influence of car and motor, and to record observations of voltmeter and ammeter while discharging, just as is done in the laboratory. It seemed to me that the trouble involved (travelling with watch and notebook in hand) was worth facing, and it certainly taught me a great deal which could not have been definitely known in any other way.

As will be seen in the section 5, a preliminary experiment proved that the battery had a capacity of 159 ampere-hours at 60 amperes.* The question was, would the same quantity be available on the road? From the many observations, I choose the record of September 9th as one of those most closely watched. The run was from Leicester to some miles beyond Loughborough and back, with a final run round Bradgate Park Road. Distance = 40 miles. Eighty observations of current during the 3½ hours make the ampere-hours 150.

As the discharge was not then quite complete—the volts being above 0·75 per cell—it is evident that the quantity delivered in one complete discharge was practically the same as that found in the laboratory.

2. Will the battery stand excessive discharge rates on the road?

The original intention was to allow this to be determined by choosing stiff gradients for the car to negotiate. Accidentally however, and most unpleasantly, we had a better test than that. The return journey from Leicester to Northampton was commenced in the afternoon of September 10th, the day of the great cyclonic disturbance which spread over England and the West of Europe. That 52-mile run will not easily be forgotten. My ordinary observations were impossible; recording was a failure. But I mentally noted that the current on the level rose to 55 or 60 amperes instead of 40, the wind being dead ahead and roads greasy. On the slopes the current was frequently 90 and 100, and on one hill the index passed out of my sight, and must therefore have been momentarily more than 150 amperes.

The journey took 4 hours, as compared with 2·5 hours on our outward course. The last 6 or 7 miles were covered at a slow pace, and an interesting point crops up in that connection. Although I could not make a written note of the instrumental readings, I kept a pretty constant eye on the ammeter. While these data were fresh in my mind I calculated the discharge from the cells, and made it close to 190 ampere-hours. I regard this as a figure which errs on the side of deficiency rather than excess. If it be asked how this excessive

* This is somewhat lower than I found in the laboratory. Detailed examination of the thirty-eight cells proved that two cells were of decidedly low capacity—probably from the beginning. This would account for the deficit.

quantity could be obtained, the answer must be found in that extra delivery at lower voltage, which is shown in Fig. 6.

For many purposes this low-pressure discharge is useless, but for an emergency like that of this stormy afternoon it is a great consolation! It helps to carry the car home, although not counted in the normal capacity of the cell. It is noteworthy that the cells deliver the normal current with this lower voltage for quite an appreciable time.

3. Will the battery take a rapid charge (say one hour) and utilise it in discharge?

Several experiments of this sort have been recorded. A one-hour's charge was tried at Leicester. Unfortunately the supply station belonging to Mr. Wathes was in a state of transition, but his chief engineer, Mr. Hales, took considerable trouble in giving us special facility; 150 amperes was the maximum current we could get at the time, owing to the unfinished state of the new building and machinery.

The cells received 150 ampere-hours in the hour, and in the subsequent run delivered 107 ampere-hours = 71 per cent. of the charge.

This is exactly the figure found in the laboratory test (page 7), and also in the standing discharge test described in (4) and (5). From these three experiments it is clear that with currents of 200, 175, and 150 amperes continued for 1 hour each, the cell absorbs about 70 per cent. of the charge. I have not had facility for trying a still higher current, but it seems probable that the same proportion would hold good even with a higher current.

In Leicester, as in London, the run obtained from a one-hour's charge was quite satisfactory.

4. Will the battery recover after standing discharged?

The car was run about until its speed, and also the voltmeter, indicated that we were on the final slope of the discharge curves. The car was then allowed to stand ten days in the discharged condition. At the end of that time it was charged as follows:—

For 44 minutes at about 200 amperes = 156 ampere-hours.
For 16 " " 120 " = 30 " "
Total = 1 hour's charge = 186 " "

The car was then run round London and covered 31 miles, yielding 134 ampere-hours. This figure for the discharge was found by numerous observations taken during greater part of the run, combined with less numerous readings for the rest of the time. The efficiency is $\frac{134}{186}$ = 72 per cent.

From these data, it is obvious that the behaviour of the 38 cells after ten days' idleness in a discharged condition is very similar to that observed in the laboratory when quite new, and also very similar to that observed at Leicester under high charging rate.

It was thought that the combination of harsh treatment due to standing discharged followed by excessive charging current would prove specially trying, but the cells behaved very well even under these circumstances.

The test now recorded was followed by the final test on capacity as

recorded under (5), the two tests taken together giving a decidedly affirmative answer to the question now under discussion.

As the question respecting the wisdom of leaving a discharged cell idle is one of great importance, I will make one other remark. No injury appears to arise: the cell works as well after as before. But it is advisable to charge for a longer time after such an idle time. The chemical actions—the absorption changes—are a little slower than usual. Or perhaps it is more accurate to say that a greater proportion of active material is in need of restoration by the charge.

5. Does the capacity change in any detectable degree by reason of the mechanical agitations due to running?

Accumulators used for automobiles always deteriorate in capacity after a longer or shorter time. Roughly speaking, even a good battery of the lead type shows a diminished capacity after about 600 miles run, even by the crude test of miles per charge. Such a test must always be crude, because of the influence of the road, wind and gradient on the distance covered, even while the battery is still fresh.

As other duties prevented me taking charge of the car for more than 16 days, with no possibility of running anything like 1,000 miles, it was necessary to arrange for an accurate test of capacity, at the beginning and end of the trials.

A standing discharge was therefore taken at Paris on August 29th, and gave 159 ampere-hours. This is slightly less than that found for a single cell in the Polytechnic laboratory, but on examining each cell two were found to be decidedly low, and these two brought down the pressure to the final limit rather prematurely. However, as this figure was to act merely as a standard of comparison for a similar final test, it was accepted, with all the disadvantage of two somewhat inferior cells.

On September 29th, after running 598 miles, the final standing discharge was taken, and gave 158 ampere-hours.

In these experiments the errors of observation may exceed 1, but do not rise to 2 per cent.

The result may be regarded as showing that the capacity remained intact during the 500-mile run.

Remembering that there were two cells in the 38 which were obviously low, probably from the beginning, it is doing no violence to accept the capacity as normal at the end of my trials, and therefore at the end of something like 900 miles run since they were put on the car. Fig. 8 gives the discharge curve. The observations at Paris and at London are indistinguishable on the scale to which this curve is drawn.

Attention Required.

To practical men this is a most important point. They have not generally done justice to accumulators, because they have been unwilling to give them that unceasing examination which is devoted to the other parts of their mechanism. If the Edison cells needed more attention than that now given to lead cells, the need would be an objectionable feature to the men who have most to do with them. It was for this reason that I was so anxious to add to my laboratory work a series of trials from the garage point of view.

For example, the laboratory could never decide one most simple question. The terminals and connections of the new cell cannot be "burned" in any way comparable with the method adopted for lead cells. Would the mere surface contact and screw-nut adopted by Mr. Edison make a lasting connection? Laboratory trials were useless for answering this question, even though it was obvious that the design of the terminal was exceedingly good from the mechanical standpoint.

However, my 500 miles on the road were sufficient to test them; not one of them failed or became weak. Not one of the terminals proper had to be touched from the, beginning to the end of the run. We had rough roads and rough weather, so that the motor was seriously overloaded, and the car was so strained that it had to go into serious repair as soon as our run was finished, but the battery and its terminals endured it all. I was especially pleased to see that in the last charge but one, with a charging current of 200 amperes, the contacts were still so good that not one of them became unduly warm.

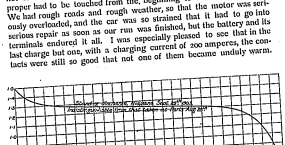

FIG. 8.

Considering what they had gone through, this was a very good testimonial.

Another point about which I had some misgiving, and one that had been mentioned in the American papers, was the question of frothing. It was said that in charging, the evolved gases caused so much frothing that the liquid would soon be run out at the vent hole.

During my laboratory experiments, extending over two months' continuous work, frothing occurred on two separate occasions. But on each occasion it lasted for about one minute only. In both cases it occurred at the end of a long charge.

On the road frothing occurred with one or two cells on two occasions. Even these did not persist, and their evidence was rather in favour of the result being accidental. It is true that on the Continent I came across a cell which was said to froth rather persistently. But this probably arose from a very simple fact. A workman is very apt to treat the one kind of accumulator as he would the other. I found one of them even using oily waste to polish the cap which covers the vent hole. It is obvious, however, that many kinds of grease will be objectionable, seeing that with the alkali they readily form soap solution,

with a consequent tendency to froth. Soap, grease, and all other colloids ought, of course, to be excluded, and are excluded rigorously from the cell.

As the thirty-eight cells on the car were practically free from any degree of frothing worth mentioning, although they were put together by men who had never seen the cell before, and as this agrees with my own experience in the laboratory, I think that the objection made on this ground cannot be substantiated.

The point which requires attention, and which cannot be neglected with impunity, is the necessity for adding distilled water from time to time. As far as my own experience went, this was needed after about five or six chargings. This meant after each 160 to 170 miles run with our car. The frequency of the water addition cannot, however, have any settled relation to miles run. It depends on the number of times the cells are charged, and especially if overcharged. As different cars equipped with variable relative weight of battery run different distances on one charge, it is desirable to get this matter put into the right form at once. The men working at garage charging stations are apt to interpret everything in miles.

LIFE.

Respecting life, there is the general favourable tendency of the evidence already adduced. The cells used in the car had not changed by a detectable percentage of their original capacity at the end of my contact with them. That is the most direct testimony I can offer at present. Chemical examination is proceeding, but has not as yet reached a stage at which I can add to the present knowledge. The chemical changes may be summed up in the following equation—

After charge — After discharge

$$\left\{ NiO_2 \,\middle|\, KHO \,\middle|\, Fe \right\} \text{ becomes } \left\{ NiO \,\middle|\, KHO \,\middle|\, FeO \right.$$

But it is better to write the equation in a manner which, though less simple, will be more in accordance with the practical requirements. Thus:—

After charge

$$n \,.\, NiO_2 \left| \begin{matrix} KHO \\ 12H_2O \end{matrix} \right| m \,.\, Fe$$

After charge

$$(n-p)\, NiO_2 \left| \begin{matrix} KHO \\ 12H_2O \end{matrix} \right| \begin{matrix} (m-p)\, Fe \\ p \,.\, FeO \end{matrix}$$

If I am asked my opinion as to the probability of life, the reply is definite enough. Having had these cells under close observation now for some months, I believe they will live in working order for much longer time than is usual. How much longer I cannot say, but I look forward with some confidence to such a duration as will make the Edison cell a permanent and valuable addition to the resources of electrical engineers.

The Gresham Press,
UNWIN BROTHERS, LIMITED,
WOKING AND LONDON.

THOMAS A. EDISON,
PRESIDENT.

W. S. MALLORY,
VICE-PRESIDENT.

J. F. RANDOLPH,
SECRETARY-TREASURER.

EDISON STORAGE BATTERY CO.,

GENERAL OFFICE:
EDISON LABORATORY,
ORANGE, N. J.

TELEPHONE, "311 ORANGE."

WORKS:
GLEN RIDGE, N. J.
SILVER LAKE, N. J.
REYNOLD JANNEY, MANAGER
TELEPHONE, "70 BLOOMFIELD."

GLEN RIDGE, N. J., February 19, 1904

Mr. W. S. Mallory, Vice President,
Edison Storage Battery Co.,
Orange, N. J.

Dear Sir:

In making out the inventory for January 1, 1904, we have aimed to follow the plans of the inventory of 1903. Indeed, we have taken the old inventory and wherever the same items were found, we have made no changes, allowing the figures to remain the same, as well as the name of the item, except in a few cases where some item had not been properly described or named.

Wherever machines or items have been transferred to another section of the building, we have made a corresponding transfer in the inventory. All new items have been arranged in their proper places in each section of the building.

I wish to call attention, however, to the fact that many of the machines inventoried are obsolete and really should be charged off to profit and loss. Many of the figures on the machines still in use should be changed to allow for depreciation.

I cannot say that the inventory as it stands represents anything like the true value of the Company's property. Of course, the money that has been put in obsolete experimental machines stands as an investment of the Company, purely as experimental work but has no tangible asset value.

The chief cause of delay in getting out the inventory has been due to the fact that tools and machines and indeed all additions to the factory made during the past year on shop orders, had not been figured up until I came with the Company, which has made it necessary for the timekeeper,(who was the only one familiar with the records on this subject,) to go back to the beginning of last year and figure up all the orders, in order that he might have something like the true value to give to the tools. At one time it was thought advisable to employ someone to do his other work to enable him to give his whole time to the inventory, but I did not care to break in a new man (for whom we would have no use after the inventory was finished).

If my ideas are carried out for this year, the inventory will be complete at the end of the year, indeed, it will be complete at any time during the year with the exception of the floating stock which may be going through the factory and the only thing necessary to obtain a complete inventory of that any time desired will be to copy the stock room record. I purpose keeping before us a copy of the present inventory and whenever an order is issued affecting any item of that inventory, or a transfer is made of any machine, a record of the same will be made on the inventory so that the record will be kept up to date all the time, and we will have nothing to do on next year's inventory but to make a fresh copy of the record, unless indeed it be desirable to verify the lists. I think it not only practicable but very desirable to keep up inventories in this way.

Very truly yours,

Reynold Janney.

Manager

RJ/L

P.S.I have made no footings thinking you may want to change the figures.

45, Landsdowne Road,
Clapham, London, S.W.
May 16 - 1904.

Dear Mr. Edison:-

I beg leave to introduce herewith Dr. Oscar Schmidt, Director of the Oerlikon Works at Zurich. As Mr. Dick may have informed you, he is considering some business matters with Dr. Schmidt, who is a well known expert in all matters con=

nected with storage batteries.

I trust you will give him a favorable report of your new battery in its present form, and greatly oblige,

Yours Sincerely,
W. N. Stewart.

Thos. A. Edison, Esq.,
Orange, N. J.

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE
SCHENECTADY, N. Y.

NEW YORK OFFICE, 44 BROAD ST.

May 27, 1904

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

I have arranged with Mr. Churchward to get me up an automobile the duplicate of his, and he tells me that it would be well for me to get my word in for the necessary battery, as the rest of the apparatus will be easy to get promptly. You will have the gratitude of Mrs. Hughes if you will set the battery part of the vehicle in motion, as she wants to get the air this summer.

Very truly yours,

Chas. P. Steinmetz

CTH/M

Mr Edison
Has been tied and told
Are to give in to his practice
J. Vandergrift

Write Mr Hughes
Will be glad to enter his order
for the battery + ask Churchward
for details

"TOLEDO" GASOLINE. "TOLEDO" STEAM.

POPE MOTOR CAR COMPANY.

INDIANAPOLIS FACTORY.

Waverley ELECTRIC VEHICLES.

CABLE ADDRESS
WAVERLEY INDIANAPOLIS.
LIEBER'S, A.B.C. & A.B.C. 4TH EDITION USED.

TOLEDO FACTORY.

Indianapolis Ind. June 1, 1904.

JUN - 6 1904

Edison Storage Battery Co.,

Orange, N. J.

Dear Sirs:

On account of your slowness in making delivery of Edison Batteries quite a number of sales for cars to be fitted with these have been cancelled, and owing to this fact we would kindly ask that you discontinue shipping the balance due on our order originally calling for twelve sets. We exceedingly regret that we are compelled to make such a statement, but it may be ere the end of the present season and perhaps within a short time we will have occasion to call on you for some of these to take care of our orders; and, of course, if such is the case, we hope that you will be in a position to take care of our requirements promptly.

Yours truly,

Pope Motor Car Company,
WAVERLEY DEPARTMENT.

Mark D. Wilmer,
Purchasing Department.

MCO' C--MH.

ALL QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE. DELIVERIES SUBJECT TO CAR SUPPLY, STRIKES, FIRES AND OTHER CAUSES BEYOND OUR CONTROL.

STUDEBAKER BROS. MFG. CO.,
HORSE VEHICLES - AUTOMOBILES,
HARNESS, ETC.

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CLEMENT STUDEBAKER, VICE-PRES.
CLEMENT STUDEBAKER, JR., SEC.
J. M. STUDEBAKER, JR., SEC'Y

CODES USED: WESTERN UNION A.B.C. 5TH EDITION A.B.C. 6TH EDITION
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Automobile Department
T. W. GOODRIDGE, MGR.

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DALLAS, TEX.

ADDRESS ALL COMMUNICATIONS TO THE COMPANY AND MENTION THE INITIALS OF THE WRITER.

STUDEBAKER AUTOMOBILE COMPANY, SUCCESSORS.
South Bend, Ind.

June 2- 1904.

Edison Storage Battery Co.,

Edison Laboratory,

Orange, N. J.

JUN - 9 1904

Dear Sirs:

In answer to Mr. Whiting's letter of May 31st, we are sorry to have you say that the performance of the specially altered automobile used by Mr. Mallory has not recently seemed satisfactory to yourselves. The impression has been given us several times in the past few months by representatives of your company that this particular machine was proving especially serviceable and reliable in your work.

You say that on the level this automobile consumes about 78 watts per 1000 lbs. Please let us know how much current it takes on a hard level road, also the size of the driving sprocket with which it is equipped. 14 tooth

The price of one of our new motors, which are rated each at 30 amperes and 50 volts, would be approximately $225.00 net with countershaft, pinion, gear and driving sprocket. In order, however, to place one of these motors on the automobile in question, you would be obliged to change the method of suspension, which would involve altering the tubular running frame, and it might be necessary to make corresponding changes in the body.

The rear axle would also need to be changed, as the location of the sprocket thereon would have to be different.

(2) Edison Storage Battery Co.

The efficiency of this new motor is approximately 80% at normal load without the reduction gears.

Yours very truly,

N.Mc.

STUDEBAKER AUTOMOBILE COMPANY.

M Goodrich

6/3

Mr Cofferoth

The following is all I can find on the Drunk & 110 Gal Jar question.

Order 2-1150 Return Bros. 1 Drunk per B/P. 20-13. Cost 58¢

For Hyd. Purif-r

Jars from R. A. Kennedy for Order 2-726. to B.P. B-1.

Hope this will be what you want.

Mr Smith

2- Drunks as shown on C-30-

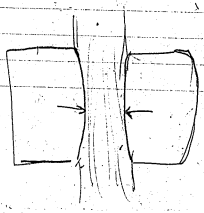
12- 110 Gal ~~Jars~~ Crocks.

6-4-04

Stokes

[ON BACK OF PRECEDING PAGE]

Mr. Oyleswerth



One Coffeh wash tank, 11 ft dia. x 4 ft deep.
Sides #18 gauge (.049") bottom #16 gauge .065"
Joints, Double row of copper rivets staggered &
after riveting, sweated in with cadmium
solder (furnished by us) using zinc
chloride flux in soldering.

Three copper wash boilers with open funnel
top & perforated false bottom.
Sides to be #18 (.049") also top & bottom
false bottom to be #16 gauge (.134")
All fixed joints riveted with double row
of copper rivets & sweated with cadmium
solder using zinc chloride as flux.

One Nickel dissolving tank 13'-11¾" long
by 4'-6" wide x 2'4" deep.
Sides of #13 gauge (.095") hard copper &
bottom of #12 g. (.109") hard rolled copper.
Fit with heating coil of 1½" copper pipe
joined by R + L coupling, two convolutions
copper inserted & placed close to inside walls of tank

[ATTACHMENT]

B13 D C 30

Two rubber lined tanks for omission	Nickel Solution	283 40	1
Three copper tanks	(2)	119 00	2
One tank 11 ft diameter 4 ft high		365 00	3
100 pans for drying nickel hydroxide		116 00	4
Rearranging nickel mix grinding Glenn,			
Screens mill for nickel (rough estimate)		300 00	5
Putting up additional (two 2) wash tanks for graphite one of which we have		80 00	6
Tank used for filtering nickel to be copper lined			7
Filter troughs lined with Copper,			8
Build coal furnaces to run furnaces — building now			9
6 Stone jars for filtered nickel 110 gals each		156 00	10
B1			
Ground in partition			

[ATTACHMENT]

1- S.S. has material & will make tank, & have it lined & NRC.
2- Mailed some forms for bids,
3- Mailed " " " "
4 S.S. has ordered material and will make
5 Silver Lake will attend to.
6 Silver Lake, has one, will ask for bids on one.
7 Silver Lake has tank.
8 Silver Lake, will attend to.
9 Silver Lake will attend to.
10 Will ask for bids.

Newton, Iowa, 6/8/04

Edison Storage Battery Co.,
Orange, N.J.

Gentlemen:

Replying to yours of 6/5/AHW/L I wrote you asking you to select for me motor and controler, with other necessaries, suitable to supplement ten of your cells, and furnish power to run my invalid's chair. I received no answer to my request. Will you not do this for me. As you know by our correspondence, I attempted to assemble necessary supplements to ten cells, and if my order had not been a conditional one, I would not have a useless motor. I don't know what to order. Will you not tell me exactly what to order, and where to order it? I desire to use ten of your cells you recommend, if I can get suitable supplements. It seems to me that, as a matter of business, you might make me out a list of each article needed to supplement your cells, telling me exactly what to order and where I can get it, with prices. I can then send you money for cells, motor with controler, and all needed accessories.

I understand that they are using electrically propelled chairs at the World's Fair. If your new light battery is used on them, perhaps one of them might do, and I can buy a complete wheel of the factory that manufactures wheels used at St. Louis. Perhaps, if your new light battery is not used on them, the factory might substitute you new light battery for one used on wheels used at St. Louis.

Please assist me in arranging a wheel which will lessen the troubles, and add a few joys to the life of a cripple who is dependant upon a wheel.

Yours,
C.W. FAILOR

Where and by when were electrically propelled chairs in use on World's Fair ground made?

GENERAL ELECTRIC COMPANY

PRINCIPAL OFFICE
SCHENECTADY, N. Y.

NEW YORK OFFICE, 44 BROAD STREET

June 8th, 1904

A.H. Whiting, Esq.,
Edison Storage Battery Company,
Orange, N.J.

Dear Sir,-

I beg to acknowledge yours of the 3rd inst. regarding a set of automobile meter curves and would advise that I expect to be able to get this set together within a few days and will take pleasure in mailing it to you.

I will take this opportunity to call your attention to the delivery wagons that the United States Express Company have on order with the Champion Wagon Company of Owego, N.Y., which are to be equipped with either 60 or 64 cells of Edison batteries. I have been in touch with Mr. T.D. Gere, Manager of the Champion Wagon Company, and have recommended very strongly to him that for commercial reasons it would be to his advantage to use 64 rather than 60 cells. He has just written me that he is going to take the matter up with you either in New York or Orange on Friday or Saturday of this week. Specifications of these vehicles call for a capacity of 2500 pounds, but they are also to have a maximum capacity of 3500 pounds, which as far as he knows may be carried indefinitely. Consequently in our recommendation, we have advised the use of two 80 volt, 24 ampere motors, which from our data we believe to be none too much. He states that the

Folio 2

GENERAL ELECTRIC COMPANY.

A.E. Mylius

Worthington Company had recommended two 20 ampere motors, and to get an improved motor, he stated that he will prime to take this matter up with you also.

Yours very truly,

EWM/c

General Electric Company,

By E.W. Murray

HENRY H. LEWIS, PRESIDENT. WILLIAM H. GILBERT, GENL. MANAGER. CONSTANT E. JONES, SECRETARY. GEORGE R. ROBINSON, TREASURER.

The S. S. White Dental Manufacturing Co.

FOUNDED BY S. S. WHITE IN 1844 - INCORPORATED IN 1881

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CHESTNUT AND TWELFTH STS.
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CABLE ADDRESS NEW YORK HOUSE "WHITDENT"

June 9th, 1904.

Edison Storage Battery Co.,

Orange, N. Y.

JUN 10

Gentlemen:-

We were advised by Dr. E. R. Varcoe of Goshen, N. Y., to whom you shipped a 4 Cell E. 18 complete Storage Battery outfit, that he experiences some anxiety regarding its performance owing to the fact that it was so noisy that he thought it had gone wrong. Kindly send us copy of the letter you sent him in reply to his inquiry so that we may be kept informed as to what caused his experince, in order to answer any inquiries that we may have from future customers, regarding the peculiarities of the Edison Battery.

Yours truly,

THE S. S. WHITE DENTAL MFG. CO.,

per J. Warren

6/10/04/AHW/C.

Mr. E. W. Muzzy,

General Electric Co.,

44 Broad St., N. Y. City.

Dear Sir:

Replying to yours of the 8th inst., we beg to state that the writer wishes to thank you for forwarding the curves as promised.

In regard to the delivery wagons for the U. S. Express Co., would state that the writer called on Mr. Snyder yesterday, and impressed upon him very strongly the advisability of using 64 cells in place of 60. Mr. Snyder stated, however, that they were installing their own generating plants, and that therefore they could handle 60 cells just as economically as they could 64, which of course is true. The main objection to using 64 cells was the increased battery compartment required, which the size of their wagon does not conveniently permit. They are having designed a number of larger wagons, which are to use the E-46 battery and which had been laid out for 54 cells. This matter was thoroughly discussed, and I believe that Mr. Snyder was convinced that it would be proper to use the same number of cells in both cases, in order to facilitate charging. Kindly treat this latter piece of information as confidential, as it is not generally known that they are equipping a line of large wagons as well as the small, although you may be already posted on this matter.

In regard to the matter of equipment for the 2500 lb. vehicles, would state that Mr. Snyder did not bring up this point

with me, and I would not be in a position to state definitely which motor in my opinion was best adapted to the work, without knowing the weight of the vehicle, together with the speed required and other information. With such information, I shall be very glad to give Mr. Snyder my unbiased opinion, and I might say that in general I should always recommend the larger motor without having any particular data at hand, as we all know that a large factor of safety or overload in these motors is a very good thing.

I will take this matter up further with Mr. Gere of the Champion Wagon Co., whom I met at the laboratory some time ago.

Yours very truly,

EDISON STORAGE BATTERY CO.

6/10/04/AHW/C.

The Pope Motor Car Co.,

Indianapolis, Ind.

Dear Sirs:

Replying to yours of the 1st inst., would state that we regret exceedingly that you have seen fit to cancel the six remaining orders which we have on our books. However, we feel that you are perfectly justified in doing this, as we have been unable to keep our promises satisfactorily in regard to shipments, and we fully appreciate that the active season is practically at an end. We trust, however, that we will be in a position in a short time to fill orders without delay, and shall be pleased to receive orders from you at a later date, as required by your patrons.

Thanking you for past favors, we are,

Very truly yours,

EDISON STORAGE BATTERY CO.

6/10/04/AHW,C.

Studebaker Bros. Mfg. Co.,

South Bend, Indiana.

Gentlemen:

Replying to yours of the 2d inst., in regard to the matter of Mr. Mallory's automobile, would state that this machine consumes 47 amperes on hard level roads. The size of the driving sprocket is 14 teeth. This machine we calculate should not consume over 35 amperes, and we believe that the trouble is with the motor, since the running gear has been entirely gone over and properly aligned. In regard to the reliability of the vehicle, would state that there is no complaint on this score whatever, the vehicle having been run continuously and given good service, but you can readily understand that if we can decrease the current consumption from 47 amperes to 35, it will materially increase the mileage, which would be a very desirable point. We would be obliged to you if you could forward us a sketch or blue-print, showing the necessary alterations which would have to be made in the frame to accommodate the new motor referred to.

Awaiting your reply, we are,

Yours very truly,

EDISON STORAGE BATTERY CO.

6/10/04/AHW/C.

The S. S. White Dental Mfg. Co.,

5 Union Square, W., N. Y. City.

Gentlemen:

Replying to yours of the 9th inst., would state that the letter which we wrote to Dr. Vardoe has been mislaid, but the writer recollects the general contents. The Doctor was quite worried from the bubbling of these cells while on charge and after being taken off charge. This bubbling is perfectly normal in the battery, and will continue for hours after the battery has been taken off charge. It does not indicate local action, but is simply the hydrogen gas which has generated in charging working out from the pockets. We informed the Doctor that as long as the battery gased freely it was in proper working shape, and when the battery ceased to gas on charge there is some trouble.

Trusting this will make the matter clear, we are,

Yours very truly,

EDISON STORAGE BATTERY CO.

6/10/04/AHW/C.

Mr. Chas. T. Hughes,

General Electric Co.,

44 Broad St., N. Y. City.

Dear Sir:

Your letter of the 27th ult. to Mr. Edison, has been referred to the writer, and in reply I beg to state that I am this day taking up the matter with Mr. Churchward, and will do everything in our power to equip this vehicle to your satisfaction. I will get the necessary information from Mr. Churchward, and feel sure that the details will be carefully attended to.

We are,

Yours very truly,

EDISON STORAGE BATTERY CO.

6/10/04/AHW/C.

United States Express Co.,

8th & Henderson Sts., Jersey City.

Gentlemen:

We beg to acknowledge your order of the 4th inst., for 15 sets of type E-27 Edison batteries, consisting of 60 cells each to be arranged in five-cell crates. We shall endeavor to make delivery of the first battery, as requested, on the 15th of July, and at the present time can see no reason why this promise cannot be fulfilled. We will also endeavor to deliver the remaining 14 sets at such dates as you may specify later to be most convenient to you. These batteries will be delivered to you fully charged and equipped, ready to be placed in the vehicle.

In regard to the guarantee on these batteries, would state that we guarantee them to be free from defects of workmanship and material for a period of one year, and stand ready to make good any defects of this nature which may arise within that time.

Confirming the conversation of our Mr. Whiting with Mr. Snyder, we beg to impress upon you again the advisability of placing the same number of cells in both your 2,000 and 4,000 pound wagons, as it will facilitate the charging of these vehicles very greatly, and will be much more economical to operate, doing away with rheostats or booster service.

We shall be pleased at any time to furnish you with any information in our power to assist you, either in the equipment or in the operation of your vehicles, and will call upon you at any time at your solicitation.

Thanking you for your order, we are,

Yours very truly,

EDISON STORAGE BATTERY CO.

6/10/04/AHW/C.

Mr. T. D. Gere, Mgr.,
Champion Wagon Co.,
Owego, N. Y.

Dear Sir:

The writer had a lengthy interview with Mr. Synder of the U. S. Express Co. yesterday, and he informed him that you are designing some 4,000 lb. wagons for their service. He stated to me that Mr. Maxim recommended using 54 of our type E-45 cells. As they are equipping their small wagons with 60 of the type E-27, it would be most advisable to use the same number of cells in the larger wagons, as it will facilitate the charging of these batteries, and will do away with rheostats or boosters, whichever system might be adopted. I wish that you would communicate with me at your early convenience on this subject, as we want to do everything in our power to give the U. S. Express Co. the best of service, and in our opinion it would be a gross mistake to equip these large wagons with only 54 cells.

Awaiting your reply, I am,

Yours very truly,

CABLE ADDRESS
"AUTOMOBILE"
INDIANAPOLIS.

NATIONAL MOTOR VEHICLE CO.

W.U.T. CODE.
A.B.C. CODE.
[4TH EDITION]

Indianapolis, Ind.

June 11, 1904.

Edison Storage Battery Co.,

Orange, New Jersey.

Gentlemen:-

We acknowledge receipt of your favor of the 1st. It is exceedingly interesting to note that you are furnishing us with circulars to be shipped with each battery, giving directions for assembling etc.,

Now, this would be highly satisfactory to us if we were getting deliveries on batteries. You will note that we have gone to considerable expense to bring out a special Edison Model, we are advertising it in magazines and, general circulation, but, it would seem that we are very much handicapped in obtaining deliveries of the battery.

Will you kindly inform us, for the information of the Sales Department, of this Company, just what we can expect on deliveries?

Yours very truly,

NATIONAL MOTOR VEHICLE CO.,

Thistlay.

Dict. TJH/B.

6/13/04/AHW/C.

National Motor Vehicle Co.,

Indianapolis, Ind.

Gentlemen:

Replying to yours of the 11th inst., would state that we will this week be in a position to make fairly prompt deliveries, and we are at the present time doubling the capacity of our plant, in order to take care of our patrons in much better shape than heretofore. We have experienced some difficulty with our automatic machinery, and we believe at the present time that we have remedied all the faults developed. We desire to do everything in our power to fill your order as promptly as possible, and feel sure that the service rendered by this company will in future be satisfactory in every way. We have only one set of batteries on order for you at the present time, and we will endeavor to make shipment of these the first part of next week, if not before.

Trusting this will be satisfactory, we are,

Yours very truly,

EDISON STORAGE BATTERY CO.

L. C. Colman, President C. L. Colman, Vice Pres. & Treas. W. L. Colman, Secretary

C. L. Colman Lumber Company,
Manufacturers and Dealers,
La Crosse, Wis.

JUN 16

June 13, 1904.

The Edison Storage Battery Co.,
Orange, New Jersey.

Gentlemen:-

I recently purchased of the National Motor Vehicle Co. of Indianapolis, Ind. a "National Stanhope" containing forty of your E-18 cells. When charging the battery at the rate of 40 amperes, what will the volt meter read when battery is full ? Two of the cells have leaked and I have had them resoldered here. The National Company have sent me one cell with electrolyte to replace the first one that leaked. Will not ordinary solder withstand the action of the caustic potash solution ? Cannot the electrolyte be prepared by a chemist here instead of being shipped by your factory ? Is the electrolyte simply a 20 per cent solution of caustic potash and distilled water ? Kindly answer the above and give me any further information regarding your battery and oblige.

Yours respectfully,

C. L. Colman

6/14/04/ANW/C.

Mr. C. W. Failor,

Newton, Iowa.

Dear Sir:

Replying to yours of the 8th inst., we beg to state that we have taken up the matter of motor, &c., with the Crocker Wheeler Co., but as yet have not received any reply. They are working on this proposition, and as soon as we have any information we shall take great pleasure in forwarding it to you at the earliest possible moment.

Yours very truly,

EDISON STORAGE BATTERY CO.

The Orford Copper Company.

COPPER AND NICKEL ORES, MATTES, BULLION, ETC.
GENERAL OFFICES, 74 BROADWAY, NEW YORK-WORKS AT CONSTABLE HOOK, N.J.
CABLE ADDRESS "OUEBATH" NEW YORK.
43 EXCHANGE PLACE

SAMUEL A. BENNER,
PRESIDENT.

New York, June 14, 1904.

No. 3

JUN 15 1904

my file

Mr. W. S. Mallory, Vice President,
Edison Storage Battery Company,
Orange, N. J.

My dear Mr. Mallory,

Confirming our conversation of yesterday in my office here in New York, we will send you immediately two metallic nickel plaquettes, weighing about 36 lbs. each, so that you may try the same in your electro-plating.

Please understand that these plaquettes are really rough blocks that we now produce for use in steel making. They are simply dumped into the steel furnace and remelted, so there is no necessity for making them exact to size. I think, however, that if you can use such a grade of nickel in your electro-plating, we can make you a cast anode of the same grade of nickel suitable for your use. This, however, will depend largely on the amount of nickel that you could order of each shape at one time.

Yours very sincerely,

Samuel A. Benner
President.

Confirmation

Please

SAB/G

Write & return

We have received this & will arrange for it & send slab to Mr. R. to use in their batch to see how it works in practice. Will report on conclusion of test.
Edison

"TOLEDO" GASOLINE.

"TOLEDO" STEAM.

POPE MOTOR CAR COMPANY.

INDIANAPOLIS FACTORY.

Waverley ELECTRIC VEHICLES

CABLE ADDRESS
WAVERLEY INDIANAPOLIS.
LIEBER, M.U.A.B.C. & A.B.C. 4TH EDITION USED.

TOLEDO FACTORY.

JUN 20 1904

Indianapolis, Ind. June 16th, 1904. JUN 18 1904

Edison Storage Battery Co.,

Orange, N. J.

Dear Sirs:-

We are mailing you under separate cover our our regular form of order calling for 4 only E-18 cells that are to be shipped direct to one of our customers at Cedar Rapids, Iowa. We have also requested that you send 4 of your 9 cell trays, so that he can change the 32 cell battery he now has into a 36 cell. We are compelled to furnish the four extra cells, no charge, and therefore think that under the circumstances you should furnish the extra trays gratis.

It is very important that immediate shipment be made, as the gentleman in question is more than dissatisfied with the results he is obtaining from his car. We therefore trust that this order will receive your special attention and that you will do everything in your power to expedite delivery Let us have definite information from you by return mail advising just exactly when you anticipate forwarding same.

Yours truly,
Pope Motor Car Company,
WAVERLEY DEPARTMENT.

Mark W. O'Connor.

M.C. O'C-F.A.

Purchasing Department

June 17,1904

Mr. E. L. Coleman,

La Crosse,

Wis.

Dear Sir:

Replying to yours of the 13th inst. would state, the Edison cell on charge when nearly full will read about 1.85 volts per cell. You cannot, however, judge as to the amount of charge in your battery by this voltage, as you will find that shortly after being put on charge, the voltage will rise to over 1.8 volts per cell, and will remain constant throughout the remainder of the charge.

In regard to leaky cells we would state that ordinary solder will not last on these jars, as the potash solution will attack it rapidly. We will not be responsible for cells in which electrolyte other than that furnished by ourselves, is used, as we find the commercial potash is not sufficiently pure for our purpose, and we subject the potash here to special chemical treatment whereby all trace of impurities are removed.

Should you have any further trouble with leaky jars, we would be pleased to have you communicate with us and we will forward you without delay cells to take the place of the defective ones.

Very truly yours,

Edison Storage Battery Co.

AHW/L

June 20,1904

Pope Motor Car Company,
Indianapolis,
Ind.

Gentlemen:

Replying to yours of the 16th inst. would state, we are forwarding to Cedar Rapids, Iowa, 4 E-15 cells, 4-9 cell crates for the same. We shall be pleased to give you credit on the old crates when returned, as we appreciate that adding 4 cells to this equipment is going to make a much better showing for the Edison Storage Battery Co., as well as for the Waverly Company,

Trusting this is satisfactory, we are,

Very truly yours,

Edison Storage Battery Co.

AHW/L

P.S. These cells went forward today.

Edison Ore-Milling Syndicate Limited.

Telegraphic Address.
"Obsession-London"
Telephone No.
5214 Gerrard.

Fitzalan House, Arundel Street,
London, W.C.

JUL 1 1904

June 21, 1904

My Dear Mallory.

I have received a letter from Mr Randolph enclosing copy of Parshall's letter at your suggestion for which I thank you. Parshall as a man & an engineer is all right but in trading he has been short.

That part of the letter is good when he informs Mr. Edison that "three of them are directors of the Bank of England & I am fully acquainted with this" I should be pleased to be introduced to Parshall. This promises well & all rights. Come back this way as we need help.

With best wishes I am
Sincerely Yours

K 428.

HENRY M. LEWIS, PRESIDENT. WILLIAM H. GILBERT, GEN'L MANAGER. CONSTANT E. JONES, SECRETARY. GEORGE R. ROBINSON, TREASURER.

The S. S. White Dental Manufacturing Co.

FOUNDED BY S. S. WHITE IN 1844 - INCORPORATED IN 1881

MAIN OFFICE
CHESTNUT AND TWELFTH STS.
PHILADELPHIA

PUBLISHER DENTAL COSMOS

TELEPHONE 24-18TH ST

Springler Building
5, 7, and 9 Union Square West
New York

BRANCHES
NEW YORK, CHICAGO, BOSTON, BROOKLYN, ATLANTA, ROCHESTER, BERLIN, BUENOS AIRES, ST. PETERSBURGH, TORONTO.

CABLE ADDRESS NEW YORK HOUSE "WHITDENT"

JUL 23 1904

Edison Storage Battery Co.,
Glen Ridge, N. J.

June 21, 1904.

Gentlemen;

Enclosed find ordrs #3949 - #3950 which please give your usual prompt and careful attention.

Kindly advise us when you expect to get around to the time when you can allow us a discount on ordrs we are sending you.

Truly yours,

THE S. S. WHITE DENTAL MFG. CO.

N. S. Smith.

Randolph Newark June 22/04.

JUN 25 '04

My dear Sir

I see in this evening's News that your large plant at New Village has again resumed operations. Mr. Edison, is there any prospect of securing a position of some kind here. I formerly worked for you some years ago at your factory at Harrison in the Pump Room as we called it.

Mr Edison, if there is anything you could do for me in any way, it would be very gratefully appreciated by me. Hoping, my dear Sir, to receive your most favorable reply I beg leave to remain with high esteem,

Your most obedient servant
W M Hopper
66 Bloomfield Ave
Newark
N J

To
Thomas A Edison

Mr W M Hopper was Supt at that time. I am at present out of employment, and being a married man, (and one who does not care to be idle,) I concluded to ask you for a position of some kind. My former employer has disposed of his business, and sails for Europe July 6th, otherwise I would still be employed. My position was bookkeeper and foreman. I do not use drink, and am a steady man, and attentive to my duties.

June 22,1904

S. S. White Dental Mfg. Co.,
5 Union Square, West,
N.Y.

Gentlemen:

We beg to acknowledge your orders #5049 and 5450 calling for 4 type E-18 cells with accessories and catalogues.

We shall endeavor to ship these batteries to you inside of the next two weeks and trust this will be satisfactory.

In regard to allowing you a discount from our present list price, would state, this matter has not as yet been taken up but it will undoubtedly be several months before we are in a position to quote anything off our list price.

Thanking you for your orders, we are

Very truly yours,

Edison Storage Battery Co.

AHW/L

"ALIS VOLAT PROPRIIS."

LIEBER'S OR A.B.C. CODE USED
CABLE ADDRESS
"BAKER" CLEVELAND.

The Baker Motor Vehicle Co.

Manufacturers of

High Grade Motor Vehicles.

R. C. WHITE, Pres.
WALTER C. BAKER, Vice Pres.
W. L. GOSS, Secy.
FRED. R. WHITE, Treas.

1140 to 1148 Jessie Ave.
Central Ave. and Cor. E. 11th St.

Long Distance Telephones: Both Phones.

Cleveland, O., U.S.A. June 22nd, 1904.

JUN 24 1904

Mr. W. S. Mallory,

The Edison Storage Battery Co.,

Orange, New Jersey.

Dear Sir:-

Yours of the 20th is at hand. We received your telegram and we now have your letter. Mr. Owens did pay us a week or two ago for the batteries and instructions were given our cashier to send you check for that set, but this was overlooked. Now we have two other sets of batteries out from which we have heard nothing and we suppose they are giving good satisfaction. The other sets of batteries are a matter of considerable doubt. We have now instructed our cashier to forward you a check for these three sets. We believe we are going to have considerable trouble with the batteries that we have purchased. We have one set in Utica in which the mileage drops right down, but we have not had time to send a man there to find out about it, but these items are a good deal of expense and trouble to us to have to keep sending men to different cities to post them up on Edison batteries. We have a set here that is impossible to keep up; that is the internal resistance of the batteries is such that they drop right down every time they strike a hill.

We will see you personally at a later date and go over this matter thoroughly. In the meantime, we remain

Yours very truly,

The Baker Motor Vehicle Co.

W. L. Goss

G.-No.1.

[ATTACHMENT]

Barber Jr V Co

C —

D-S

Your 2272d is fully noted

and it is not at all satisfactory to us — we shipped you the batteries when we could have shipped them to your competitors and received prompt cash — if any of the batteries are not satisfactory we propose to stand behind them — we must however insist that you either return the batteries to us or send payment at once.

Your

American Briquetting Machinery Company,

SUCCEEDING

The Henry S. Mould Company,

GENERAL OFFICES; EMPIRE BUILDING.

BRIQUETTING MACHINERY

ALL AGREEMENTS ARE CONTINGENT UPON STRIKES, ACCIDENTS AND OTHER DELAY, BEYOND OUR CONTROL.

Pittsburg, June 25, 1904.

Messrs. Pilling & Crane, Agents,

Chateaugay Ore & Iron Co.,

Girard Building,

Philadelphia, Pa.

Mulley

27

Gentlemen:-

We beg to say that we have secured the American rights to a Briquette Finishing Process, which we think will be of interest to you.

We do away with the use of any binder, simply using sufficient moisture to make the Concentrates plastic, briquette under heavy pressure and give the briquettes a heat treatment, which causes the fusion of the silica in the ore and produces briquettes of such hardness and general good qualities as we have never before been able to do with any binder.

This Process was discovered in Sweden by the Chief Engineer of the Dunderland Ore Company, a very large English Corporation, who control a large deposit of low grade magnetic ore in Norway, and which to make their proposition a commercial one needed a successful Briquetting operation.

This Company is headed by Sir David Dale, who is also at the head of the Consett Iron Works, Lord Armstrong, Lloyd Williams of Middlesboro, Mr. Martin of Ebbe Vale Iron Works, Lord Kelvin, W. Rhodes, Sir. J. Lawrence, Commander F. H. Pollen, etc., who represent the principal iron and steel interests in Great Britain.

P. & C. - #2

The Process as operated in Sweden was found to be of the right principle, but very crude, and has been improved and perfected and is to be used in a Plant now building in Norway to briquette 2500 tons per day of Magnetic Concentrates, and for which Plant we have the Contract and are building the Briquetting Presses and Apparatus.

For some considerable time a small Plant of this principle has been operated near London in order to demonstrate fully on a commercial basis.

We are prepared to erect a Briquetting Plant with this system of any size capacity, and in this connection would say that we have redesigned and very much improved our Press and Apparatus.

If you desire to have some tests made in England on your Concentrates, we would be very glad to have this done at no expense to you except the freight on the material, and if you are inclined to send some over, say a barrel or two, we would be glad to give you shipping directions.

While the Plant installation cost is somewhat higher than we have heretofore figured on, the cost of operation is much lower than we have ever been able to figure using any binder.

Trusting to have your views on the subject, We are,

Yours very truly,

AMERICAN BRIQUETTING MACHINERY COMPANY,

Henry S. Merle

President.

E S B 60

JOHN JACOB ASTOR,
ESTATE OF WILLIAM ASTOR. № 23 WEST 26TH STREET.

Answered July 30/04

New York, July 13th, - 1904.

Dear Mr. Edison,-

I was very glad to get your letter of July 1st. Can you tell me how much of the Edison Battery Company's stock Mr. W. S. Pilling wishes to sell?

Thanking you very much for your kindness in looking into this matter,

Yours very sincerely,

J. J. Astor.

J. J. Astor -

There being some delay in receiving your answer I find Mr Pilling sold as much as he is willing to sell at the original price he paid and now says that he will not sell any more except he retains 1/2 of the stock he got as a bonus perhaps he will relent in time as I know he is terribly hard pushed for ready money

Edison

THOMAS A. EDISON,
PRESIDENT.

W. S. MALLORY,
VICE-PRESIDENT.

J. F. RANDOLPH,
SECRETARY-TREASURER.

EDISON STORAGE BATTERY CO.,

GENERAL OFFICE:
EDISON LABORATORY,
ORANGE, N. J.

TELEPHONE, "311 ORANGE."

WORKS:
GLEN RIDGE, N. J.
SILVER LAKE, N. J.
REYNOLD JANNEY, MANAGER
TELEPHONE, "70 BLOOMFIELD."

Address all Correspondence to Glen Ridge, N. J.

GLEN RIDGE, N.J., July 22,1904

Mr. J. F. Randolph, Treas.,

Edison Storage Battery Co.,

Orange, N.J.

Dear Sir:

Replying to yours 21st inst. would state, we have been paying 20 cents per gallon for our dynamo oil from the Crew-Levick Co., which we will try to improve. The oil which we had previous to this gave a great deal of trouble and was, therefore, substituted the higher priced oil.

In regard to electrical supplies, we purchase everything which is not in a great rush, from New York house, on account of their price, but a great deal of material is wanted at once and is purchased in Newark, as it can be sentout at once on the trolley cars. We will, however, purchase whatever is possible from the N.Y. house instead.

Regarding the Hungerford Brass & Copper Co., would state, they have been cut out for some time as their prices were too high. We are purchasing brass from the Ansonia Brass Co. at a much reduced price.

The lettering of 3 sheets of Storage Battery curves was done for the St.Louis Exposition, where these curves are now framed and on exhibition. This work was done after consulting Mr. Mallory and I closed the contract personally for it. It is only a slight increase over what we pay our regular draftsmen, and of course, for this work

we have to have a clean, neat job and consequently paid a good price for it.

I would like to call your attention to the fact that among the letters which were sent to this office on the 20th inst. were a great many dating back as far as July 6th. Some of these letters were very important and in some cases a second letter had been written requesting that a reply be sent to the first letter. It would appear whoever is in charge of the mail at Orange should be requested to forward this matter to us without delay in future.

Very truly yours,

A.H. Whiting.

AHW/L

[redacted] Whiting - See Aylsworth about this & decided what to do — Edson JUL 26 1904

Mr. Wm. H. Wallace,

Dear Sir, - We have received from your Glen Ridge works order for car of Electrolytic Caustic, which we will deliver promptly, but would ask you to kindly send us order to cover from 3 to 6 months consumption, so that we may be able to take good care of you

Respectfully

American Oil & Supply Co.

Jas. M. Caswell

Phoned Whitings 7/26/04

Aug 3-1904

Ward Leonard Electric Co
Bronxville N.Y.

Why dont you ship resistance boxes ordered answer

Edison

E.I.B. Co.

THOMAS A. EDISON,
PRESIDENT.

W. S. MALLORY,
VICE-PRESIDENT.

J. F. RANDOLPH,
SECRETARY-TREASURER.

EDISON STORAGE BATTERY CO.,

GENERAL OFFICE:
EDISON LABORATORY,
ORANGE, N.J.

"TELEPHONE, "311 ORANGE."

WORKS:
GLEN RIDGE, N.J.
SILVER LAKE, N.J.
REYNOLD JANNEY, MANAGER.
TELEPHONE, "70 BLOOMFIELD."

GLEN RIDGE, N. J., Sept.21,1904

Alexander Elliott, Esq.,

Orange, N.J.

Dear Sir:

I attended the meeting of the creditors of the Gibbs Co. yesterday at the office of Mr. McDougal Hawkes, and as the appraisers have not yet completed their work, there was practically nothing done, as Mr. Hawkes stated that it would be necessary to have their figures before us before any definite steps could be taken towards clearing out the business. It seemed, however, to be the general opinion that it would not pay us to comtinue the business or to complete any of the vehicles now in construction. As the meeting was considered very informal, no decided action was taken in this matter, nor in fact on any other points of interest. The General Electric Co. is investigating at the present time, the contract with the Borax Company with a view to forcing them into a compromise on their contract as they believe that the Borax Co. can be held liable for this contract, and that we may, therefore, get some small return for allowing them to break the contract.

In regard to the tractor train, it was the universal opinion of those present that this proposition was too much of an experiment to warrant the investment of further capital toward perfecting this train, as the chances are that even were the train completed, it would require a considerable amount of capital to do the necessary amount

THOMAS A. EDISON
PRESIDENT

W. S. MALLORY
VICE-PRESIDENT

J. F. RANDOLPH
SECRETARY-TREASURER

EDISON STORAGE BATTERY CO.,

GENERAL OFFICE:
EDISON LABORATORY
ORANGE, N.J.

"TELEPHONE, "311 ORANGE"

WORKS:
GLEN RIDGE, N.J.
SILVER LAKE, N.J.
REYNOLD JANNEY, MANAGER
TELEPHONE, "70 BLOOMFIELD"

A.E., Esq., #2 GLEN RIDGE, N.J., Sept.21,1904

of experimenting to make the train practicable.

Mr. Shadbolt is going to take up the matter of having the Vehicle Equipment Co., of Brooklyn, N.Y., finish up the 2 Brewery trucks now on hand, with a view to disposing of them. Neither Mr. Dean nor Mr. Gibbs presented any figures as we had expected, showing the amount of money necessary to complete the various machines in process of construction, and for this reason, it was deemed advisable to get figures from the Vehicle Equipment Co. on this work.

At the last moment Mr. Turf of the Studebaker Co. said he would take up the matter of buying out the Company, with his home concern, that is, the Studebaker Bros., of South Bend, Ind. He stated that there was a bare chance of their being willing to do something along these lines, and would report to the committee as soon as he could obtain a statement of the inventory,etc., and forward the same to South Bend.

The meeting was adjourned to meet at the same place at 3 o'clock next Monday afternoon, and I trust you will be able to be present.

Very truly yours,

AHW/L

A H Whiting.

- This letter sent to Vehicle Equip.Co., Pope Co., Studebaker Co., National Co., Woods Co., Baker Co. + Smith & Co

Oct.20,1904

Baker Motor Vehicle Co.,

Cleveland,

O.

Gentlemen:

We have been manufacturing cells regularly for several weeks with an output of over two hundred cells per day, which we will increase to three hundred and more, as soon as additional machinery which is now being built, is installed.

All cells now being manufactured are contained in welded cans, all of which are tested by pressure before being shipped, and we believe the trouble from leaky cans has been overcome.

We will soon advertise extensively that our cells are ready for the market and hope to work up quite a demand for them.

While as yet all cells sold at list price represent a loss to us, the cost of manufacture has come down somewhat and in accordance with our past promises, while our selling price will still be list, and our terms net thirty (30) days, we have decided to give you a special discount of five (5) percent for cash, provided same is mailed us within ten days from date of invoice and not otherwise. Later on, when the manufacturing costs come down more, we expect to give you a larger discount. Our price to the public will be list less 2% cash in ten (10)

days from date of invoice. We can make deliveries now in from four to six weeks and in special cases might deliver somewhat earlier.

We shall be pleased at any time to help you in any way possible to effect sales of vehicles containing our batteries.

Trusting that we may receive many orders from you, and thanking you for past favors, we are,

Very truly yours,

WSM/L V.P.

THOMAS A. EDISON
President

W. S. MALLORY
Vice-President

J. F. RANDOLPH
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

Telephone, 76 Bloomfield

GLEN RIDGE, NEW JERSEY

11/26/04/WSMP.

MAIN OFFICE
RECEIVED
NOV 28 1904
11/29/04

Mr. W. E. Gilmore, Vice Pres.,
Edison Manfg. Co.,
Orange, N. J.

My dear Gilmore:

On December 1st next we will close down the Plant at Silver Lake, keeping on a day and night watchman. Most of the time there will be one or two other men at the Plant.

We would greatly appreciate it if you would arrange so that in case of fire the employees of the Edison Manfg. Co. would assist our men either day or night as the case may be.

If you will arrange to do this for us I think it will save us considerable trouble with the Insurance Companies, from whom we have to get permission to shut down.

Yours very truly,

W S Mallory V.P.

E.F.C.YOUNG, President. JOHN A.WALKER, Vice Prest. & Treas GEO.E. LONG, Secretary.

CABLE ADDRESS: "GRAPHITE"
CODES USED { A.B.C. 4TH ED. LIEBER'S WESTERN UNION
LONG DISTANCE TELEPHONE "2020 JERSEY CITY."

JOSEPH DIXON CRUCIBLE CO.

MINERS, IMPORTERS AND MANUFACTURERS OF **GRAPHITE, PLUMBAGO, BLACK-LEAD,**

Pencils, Crucibles, Stove Polish, Lubricants, Paints and Graphite Products of all kinds.

JERSEY CITY, U.S.A.

ESTABLISHED 1827. INCORPORATED 1868.

TRADE DIXON MARK

WORKS AND GENERAL OFFICES, JERSEY CITY, U.S.A.
BRANCHES:
66 READE ST., NEW YORK. 304 MARKET ST., SAN FRANCISCO.
1020 ARCH ST., PHILADELPHIA. 101 TREMONT ST., BOSTON.
MONADNOCK BLOCK, CHICAGO. FARMERS BANK BLDG, PITTSBURG.
26 VICTORIA ST., LONDON, S.W.

Jersey City, N.J. (U.S.A.) Dec. 14, 1904

Edison Storage Battery Co.,
Glen Ridge, N. J.

Gentlemen:

Answering yours of Dec. 12, we petition for a change of view on your part. Perhaps you are not quite aware what we did when we made your contract. You applied to us definitely for this graphite, mentioning that you would be pleased to have business with us. We then sent our representative to your office, and it was talked out. You were to make a contract which we have in hand, for 36,000 lbs., which you duly signed and sealed, being 3,000 lbs. per month. On the basis of this 36,000 lbs. contract, we made the price to you 10¢, whereas the usual price is 12¢. In other words, we took what was equivalent to nearly 20% off. Then the terms were that we should be paid once a month. We hope you can send us check by return mail.

We do not wish to be arbitrary, or what might be called unaccommodating, but we need our money badly, and expected to have it come in this way, after we made so low a price, and then the goods you know, have not been called for as per contract. We shipped you a bill in October, and there should have been another order in November and one in December, but we have only shipped one so far. In view of this, we think you will send check by return mail.

Yours resply,
Joseph Dixon Crucible Co.,

Act 320.00

PLEASE.
Mark Reply to this Letter
Department A.

Mordland

Follow up and see that ~~[illegible]~~

you get porcelain wheels delivered

for new strip placers be done

next Thursday - They were

ordered long ago

Edison

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

INCORPORATED

24,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

NUMBER	SENT BY	RECD BY	CHECK
26	Ny		25 Collect

RECEIVED at 2/45 PM apl 4 190

Dated Fort Meyers Fla 4

To John Randolph

Edison Laboratory Orange

I meant How is Battery Building Progressing first section Two hundred feet four stories done when I left how much more have they done

Edison

407

Battery - Sp

TELEPHONE N.Y. 2912-38TH ST. TELEPHONE CHICAGO, 1400 HARRISON.

Answered 7/3/05 Edith Allison Wallison

J. Wesley Allison,
Vanderbilt Ave & 44th St. New York.
325 Rookery, Chicago.

New York, May 9th, 1905. 190

Don't think there will be any trouble with bonds, all the 82000 cells are still working OK & simply stopped until I applied new solution.

J. F. Randolph, Esq.,
Edison Storage Battery Co.,
Orange, N. J.

My dear Mr. Randolph:

Your favor of the 2nd instant was the first intimation I had that there was any trouble with the battery. Is it going to effect the bondholders in any way, - as a number have purchased the bonds solely on my recommendation and I would appreciate it very much if I could be kept advised of the developments of the Company from time to time.

Thanking you in advance and with very kind regards,

I remain,

Yours faithfully,

J. Wesley Allison

E S B Co.

THOMAS A. EDISON
President

W. S. MALLORY
Vice-President

J. F. RANDOLPH
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

EDISON LABORATORY

Telephone, "307 Orange"

ORANGE, NEW JERSEY May 18, 1905.

Messrs. W. G. Bee- A. E. Pratt- P. Weber:

So that there will be no further misunderstandings, it is my desire that no further orders for materials or labor of any kind be issued except same are approved by Mr. Edison, Mr. Weber or myself. Of course, when it comes to productive material, Mr. Weber can pass on this, but I want no supplies or any purchases made unless either one of us approve same. In other words, I want to keep all expenses down to a minimum.

W. S. Mallory

(Copy to Mr. Edison)

ESBCo.

COCHRANE CHEMICAL CO.

MANUFACTURERS AND IMPORTERS OF CHEMICALS,

Office, 55 Kilby Street, Boston.

ALEXANDER COCHRANE, PRESIDENT.
LINDSLEY LORING, TREASURER.

BOSTON, December 26th, 1905.

DEC 28 1905

The Edison Chemical Co.,
Orange, N.J.

Gentlemen:-

We are in receipt of yours of December 23rd in relation to 20° Hydrochloric Acid.

We should like to ask if this Muriatic Acid is to be used in this vicinity or if it will have to bear a long transportation, as this would have some bearing on the price.

Kindly inform us on this subject and greatly oblige.

Yours truly,

COCHRANE CHEMICAL CO.
By W. J. Walker

D/WJW

The acid is to be used at the works at Orange N.J. when our plant is complete we shall use about 3 tons of 20 degree Hydrochloric daily

Edison Chem. Wks

E.S.B.C.

P. H. KLEIN JR.
187 CEDAR STREET
NEW YORK

DEC 28 1905

Dec 27/05

Edison Storage Battery Co
Orange N.J.

Dear Sir

A week ago I sent you a letter dated Dec 19th which I had just received from the Stanley Works, referring to their having shipped you steel which they had made on my order for Berlin and asked you to return it after reading & advise me about the transaction.

Please let me hear from you re this matter at your early convenience and very much oblige

Yours truly
P. H. Klein Jr

I have referred the letter to battery works with instructions to explain the matter to you = my impression is they stole the stock for the works to take care of customers, The man who was up there told me Stanley Co would have new stock ready in 10 days, this was a week ago

E

C5 80.

ROBT. H. REMMEY, PRESIDENT
JOHN B. REMMEY, SECRETARY AND TREASURER
HENRY H. REMMEY, SUPERINTENDENT

MANUFACTURERS
CHEMICAL STONEWARE
CHEMICAL BRICKS
CHEMICAL TILES
WHITE GLAZED STONEWARE
FIRE BRICKS
FIRE BRICK TILES
FIRE CLAY
GROUND BRICK
FIRE SAND
BY THE TON OR CARGO

All Agreements are contingent upon strikes, accidents, delays of carriers, and other causes beyond our control.

BELL PHONE KENS. 25-60
KEYSTONE PHONE MAIN 61

RICHARD C. REMMEY SONS' CO.

2637-59 E. CUMBERLAND STREET
PHILADELPHIA December 28, 1905.

DEC 29 1905

Edison Chemical Works,
Orange, N. J.

Gentlemen:--

In reply to your letter of the 27th inst., beg to state, we can furnish the pottery parts for muriatic plant as shown in our illustrated catalogue. The retorts we do not furnish. These are generally built by the acid people themselves, being the most economical way in erecting plant of this kind.

Dic. E. H. E.

Yours very truly,

RICHARD C. REMMEY SONS' COMPANY,
Robert H. Remmey
PRES. & GEN. MGR.
E.A.L.

Can you give me the address of an Chemical Engineer who makes a business of Superintending Erection of Hydrochloric acid plants

Edison

Feb 13 - 1906

Telegram

Express Agent
Cartersville Georgia

~~John Morris~~ Anything
shipped to John Morris
will be paid at this end.
Thos A Edison

Chg Collect

Johnny note about check
also address —

THOMAS A. EDISON
President

W. S. MALLORY
Vice-President

J. F. RANDOLPH
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

Telephone, 1076 Montclair

GLEN RIDGE, NEW JERSEY Feby. 15, 1906.

Mr. Thos. A. Edison,

Orange, N. J.

For Nickel Corrugating only

Dear Sir:-

In reference to pressure on small press at Laboratory, would say that the diameter of ram is 2.733".

2.733 x 2.733" x .7854 equals 5.866 sq. inches of ram.

250 atmospheres x 15 lbs. per sq. inch x 5.866 equals 21998 pounds per pocket, or 11 tons per pocket, which equals 264 tons per plate of 24 pockets.

To get a pressure of 264 tons per plate on our hydraulics, it would be necessary for us to get a press with a larger ram. We could then use our present pumps and pipeing and valves. The cost of such a press without accessories would be about $400.00.

Very truly yours

O. H. Rogers

H. M. Wilson

Mar 30 1906

Latchford, Ontario Canada

I will be home on the 8th April. You better go to Boston and meet me at Laboratory any day after the 8th. When we will decide about the Boilers &c.

Edison

Bill

NEW YORK CHICAGO MONTREAL TORONTO

APR 12 1905

J. Wesley Allison

Morrisburg, Ontario, Canada

Cable Address:
Wallison

Morrisburg, Ont., March 31st. 1905.

Say that, we are still making the old type first made but expect to stand on new type when Owens, we hope to make some money

J. F. Randolph, Esq.,

Treasurer, Edison Storage Battery Co.,

Dear Mr. Randolph:-

How is the Battery Co. getting along? If consistent and not giving you too much trouble, I would be pleased if you will give me some information as to the progress you are making.

Thanking you in advance and with very kind regards,

I am,

Faithfully yours,

J. Wesley Allison

Apr 26. 1906

Telegram

John Morris
Benaque
New ~~Webster NC~~
~~Dillsboro NC~~

Got to Raleigh North Carolina
see Boylan - some of Wads
received from Wake County
very good, better prospect
~~Hold~~ there for a while
perhaps you'd an get Carload
wanted Move from Where
Gettin than from Hackman
answer where shall we send money

Edw

Cable Address "Edison, New York"

From the Laboratory
of
Thomas A Edison.

Subject _____

Orange, N.J. May 10/06

Telegram —

G A Longnecker

Mechanicsburg, Lancaster Co.
Penna

Telegram

Will pay twenty five per
week and Expenses

Edison

E. L. B. Co.

Mechanicsburg Pa May 11 1906

Thos A. Edison
Orange N.J.

Accept offer and wait your instructions

H. A. Longnecker

Comp to be at Factory Monday

Edison

Telegram

E.P.B. 6...

Build Cabot Plant
at Silver Lake
Lot No 1829
Morgan Bailey Co N012666
May 16/06 J.F. O'T.

TELEPHONES 6975 AND 6976 CORTLANDT.

THE NEUCHATEL ASPHALTE CO. L'T'D.

265 BROADWAY, NEW YORK.

Concrete Foundations, Sidewalks, Driveways, and Reinforced Concrete Construction.

Waterproofing.

SOLE CONCESSIONAIRES OF THE VAL DE TRAVERS ASPHALTE MINES, SWITZERLAND.

Asphalt Floors for Basements, Laundries, Stables, Breweries, Stores, Mills etc.

Tile and Asphalt Roofs.

August 27th, 1906.

Emil Herter, Esq.,

Edison Storage Battery Company,

Orange, New Jersey.

Dear Sir:-

Referring to the matter of the asphalt wearing surface to be laid on the new floor of the battery room at the above plant and as promised we now take pleasure in advising you that the quantity of sand required will be fifty (50) cubic yards.

We find we can use the fine sand from your pit and obtain good results but should prefer to use some coarser sand with the fine if there is any of the latter to be had. If so we shall be glad if you will arrange to have carted to the building where the asphalt is to be laid 35 yards of fine sand and 25 yards of coarse sand.

As this will have to be screened we have allowed sufficient to cover waste in the above quantities.

Our requirements in the way of wood to heat the asphalt will be about from 12 to 15 cords and if you can supply us with this quantity at a moderate price from the waste lumber left from the concrete work we shall be glad if you will do so.

Thanking you in advance for your kind attention to the matter of the above supplies, we beg to remain,

Yours very truly,

THE NEUCHATEL ASPHALTE CO. Ltd.,

per J. O. Ritchie. Mgr.

TELEPHONES 6975 AND 6976 CORTLANDT.

THE NEUCHATEL ASPHALTE CO. L'T'D.

265 BROADWAY, NEW YORK.

Concrete Foundations, Sidewalks, Driveways, and Reinforced Concrete Construction.

Waterproofing.

SOLE CONCESSIONAIRES OF THE VAL DE TRAVERS ASPHALTE MINES, SWITZERLAND.

Asphalt Floors for Basements, Laundries, Stables, Breweries, Stores, Mills etc.

Tile and Asphalt Roofs.

August 30th, 1906.

Emil Herter, Esq.,

Edison Storage Battery Co.,

Orange, N. J.

Dear Sir:-

We are in receipt of your favor of the 29th inst. and thank you for your assistance in arrangeing for the carting of sand to the building where the asphalt floor is to be laid and also for the information concerning the wood to be used for fuel.

We are also in receipt of an official order #13227 for the execution of the asphalt work but note that no reference is made thereon to the lining of the gutters which we charge for by the lineal foot at a higher rate than for the floor surface, as the work takes much longer to do and is much more costly.

A reference to our bill for the similar work executed at your works at Silver Lake, will show that the cost of the asphalt floor laid there was 15¢ per square foot and 35¢ per lineal foot for the gutter. In order to avoid any misunderstanding we shall be glad if you will kindly forward us a supplemental order for the gutter work or if you prefer we will return the order received for correction.

Yours very truly,

THE NEUCHATEL ASPHALTE CO. Ltd.,
per

Manager.

R.B./H.M.

GEORGE MERCK

MERCK & CO.

MANUFACTURING CHEMISTS

NEW YORK.

WORKS:
ST. LOUIS
and
RAHWAY, N. J.

E. MERCK'S
DARMSTADT
LABORATORIES
Founded 1668

G/EF/
8

October 1/06

OCT 2 1906

The Edison Storage Battery Co.,
Glen Ridge,
N.J.

Gentlemen:-

Referring to your order of the 26th ultimo, we regret that we were unable to include

3 ozs. POTASSIUM PHOSPHITE, in ozs.
3 ozs. ACETAMIDE, in bulk — We get this from Eimer & Amend
15 gms. POTASSIUM TELLURATE, 1 vial

as we do not carry any of these articles in stock. Our Laboratories manufacture all of the products and we should be glad to import them for you. Kindly advise us whether you wish us to do so.

Awaiting your further advices, we are,

Yours truly,

Attested: jm

MERCK & CO.

Geo Merck —

In nearly every case when you do not have the chemical required we can get it from Eimer & Amend — these articles are marked in your catalogue by a red line as being in stock —

Z

4350

GEORGE MERCK

MERCK & CO.

MANUFACTURING CHEMISTS

NEW YORK.

WORKS:
ST. LOUIS
and
RAHWAY, N. J.

E. MERCK'S
DARMSTADT
LABORATORIES
Founded 1668

G/EF/
P

October 8/06

The Edison Storage Battery Co.,
Orange,
N.J.

Gentlemen:-

We duly received your favor of the 2nd instant regarding the POTASSIUM PHOSPHITE, POTASSIUM TELLURATE and ACETAMIDE omitted from your recent order, and are at a loss to understand your statement that the articles mentioned are marked with a red line in our catalogue as being in stock, as we have no record of ever having issued a catalogue marked in such a manner.

Referring to your remarks that you can in nearly every case procure from Eimer & Amend goods omitted by us, we would state that we have communicated with this firm in the present instance and they inform us that they do not carry in stock Potassium Phosphite or Potassium Tellurate. They can, however, furnish from stock 3 x 1 oz. Acetamide and we should be glad to procure and forward this, if you wish us to do so.

Assuring you of our appreciation of your orders and of our willingness to procure any items that we do not handle when we can possibly do so, we are,

Yours truly,

Attested: P

MERCK & CO.

4330

E S B Co.

OFFICE OF
JOSEPH BROOME.
M. S. A. ENG.
CONSULTING CHEMICAL ENGINEER.
N. Y. OFFICE: 123 LIBERTY STREET.
TELEPHONE CONNECTION.
ORANGE, MATONNE, N. J.
TELEPHONE CONNECTION.

REGISTERED ARCHITECT, STATE OF N. J.
QUALIFIED TEACHER OF BUILDING CONSTRUCTION: SCIENCE AND ART DEPARTMENT ENGLISH GOVERNMENT.
F. S. A. ENG. MEMBER S. C. I.
BROOME O. V. CONCENTRATORS.
" COMBINATION PYRITES AND SULPHUR BURNERS.
" EXHAUST SYSTEM FOR O. V. WORKS.
" LEAD ACID ECO.
" PATENTED CHIMNEY CONSTRUCTION 795,332, JULY 25, 1905.

arranged

October 27th;1906;

Thomas A Edison,Esq;
Orange;N.J.
My dear Sir;

Referring to your esteemed favor under date of Aug 30th,in matter of proposed Hydrochloric plant,the writer would esteem it a favor to have yo advise him when he may expect to have you call upon him,as arranged with you on July the 12th;

Awaiting your esteemed reply;

Yours with respect;

AS-B

Dear sir not ready to talk business yet
E

5,087—3, 1000-5M.

THOMAS A. EDISON,
President.

W. S. MALLORY,
Vice-President.

J. F. RANDOLPH,
Secretary-Treasurer.

NEW JERSEY AND PENNSYLVANIA CONCENTRATING WORKS.

GENERAL OFFICES:
EDISON LABORATORY,
ORANGE, N. J.

WORKS:
EDISON, SUSSEX COUNTY, N. J.
ON HIGH BRIDGE BRANCH, C. R. R. OF N. J.
92 MILES FROM JERSEY CITY, N. J.

ORANGE TELEPHONE. "311 ORANGE."
EDISON " "5 R DOVER."

O. W. MILLER,
MANAGER.

EDISON, N. J.

November 12th, 1906.

Edison Storage Battery Co,

Silver Lake, N. J.

Gentlemen:-

Will we ship the fire brick belonging to the B & W boilers

Expect car for second carload to day.

Yours very truly,

O W Miller ....Manager.

P. S. Quite a number of the bricks are broken in taking down the boilers, if you will give the number you require we will be able supply them from other buildings.

(1906)

find out from Mason how they his furnace for the annealing pots for welding

Hester =

Finish up the furnaces hydrogen tubes + details - also the Rolls with details so we can order one made, also get plans out for the general lay out of the Rolling mill with the several rolls also details of Reels - Benches etc = We will grind the rolls up in the tool room as they are not heavy & don't need grinding often —

Also lay out the Hydrogen generating plant about 1/2 size of that at Silver Lake = The gas under to 62 1/2 Their Capacity = get bids for erecting the same from the same man who built the one at Silver Lake —

I think the Hydrogen plant should be out of wood not Cement on account of acids & Explosion —
Lay out the piping from the hydrogen plant to the Welding Bldg also to the main Bldg leading to the Rolling mill & flake furnace —

Anything Mason wants as to Brute Rolls do — Watch the Brute rolls & see Everything is made ok — You should inspect the work down stairs on them —

Report to me anything you want to know to Florida up to March 27th = letter which mail will be too late, Mabe Burroughs Keep at the Battery work — Cash will arrange some work on Crane & plating drums + Tanks ~~[illegible]~~ therefore you should with the aid of the other draughtsman take up the Rolling Mill & furnace

[ATTACHMENT]

1 = Get catalogues & prices of tube mills complete,

2 = Order the Crusher from Sturtevant,

3 = Order the screw Conveyors – use the Judgeons & hangers for same as used at Cement Works –

4. Order the Wilfrey Table & Shunner –

5 = Order the Elevator chain buckets etc.

6 = Get out working drawings for the Roasting furnace & all appliances –

7 ~~Order~~ Get bids for motors from General Electric & Fowler Wheeler Bullock – Stirling

ESBC

WILLIAM WILKE,
MECHANICAL, CIVIL AND CHEMICAL ENGINEER,
86 NORWOOD AVENUE.

Answered Apr 8-1907

AGENT FOR
VEREIN CHEMISCHER FABRIKEN
IN MANNHEIM, GERMANY,
FOR THEIR PATS.
SULPHURIC ANHYDRID (CONTACT) PROCESS
MECHANICAL SULPHATE FURNACE.

AGENT FOR
CHEMISCHE FABRIK RHENANIA
IN AACHEN, GERMANY,
FOR THEIR PATS.
DR. UEBELE'S PROCESS FOR MAKING
NITRIC ACID

BUFFALO, N. Y. April 6th 1907

Answered April 27-07

Mr. Thos. A. Edison,
Orange, N.J.

Dear Sir:-

About a year ago I saw you in reference to a MURIATIC-ACID Plant.

I should like to know whether you are still interested in the project, if so, I shall be pleased to call upon you and submit to you different propositions with figures all complete.

Yours respectfully,

Wm Wilke

Decided not to erect the Hydrochloric acid plant

ESBG.

F. A. COFFIN,
34 PINE STREET,
NEW YORK.

Purchased the stock at $21250.00

NEW YORK, April 27th, 1907.

Mr. Thomas A. Edison,

Orange,

New Jersey.

Dear Sir:-

Referring to my letter to you of the 5th inst. and to your reply of the 26th:

I beg to confirm the sale to you of $25,000 par value Edison Storage Battery Co., First Mortgage 6% bonds, for the sum of $21,250.00.

As these bonds will be ready for delivery on Monday, I beg to confirm, also, my telephone message to Mr. Randolph, asking you to kindly instruct me, by telephone, on Monday morning, as to the address in New York at which you wish the bonds delivered.

Thanking you for the order, I am,

Very truly yours,

F. A. Coffin

Tel. 6100 John.

250
8
1250
2000
21,250

ES8Co.

F. A. COFFIN,
34 PINE STREET,
NEW YORK.

Answered May 23-1907

Answered May 23. 1907

NEW YORK, May 21st, 1907.

Mr. Thomas A. Edison,

Orange,

N. J.

My dear Mr. Edison:-

Another of my clients has just informed me that he holds $25,000 of Edison Storage Battery Co. 6% bonds, which he is disposed to sell.

His idea of price is $900 per bond, but if you will make me a bid for them, I shall take great pleasure in doing the best I can to meet your views.

Yours very truly,

F. A. Coffin

In reply to your favor of the 21st inst. beg to advise that My Secretary Mr Randolph has been ~~[illegible]~~ trading on these bonds & I have referred your letter to him

T A E

B. St.
E S B C
Stocks & Bonds.

American Surety Company of New York

H. D. Lyman, President.

Official letters should be addressed to the Company and Departments, and in replying to this letter please quote any mutual or number given.

100 Broadway,
New York August 17, 1908

H D L

Rec'd Editor
Aug. 18 1908

PERSONAL.

My dear Mr. Edison:

For some little time I have been in possession of five shares of the stock of the Edison Storage Battery Company, through a deal with our mutual friend, Charles W. Price.

I do not know whether you are purchasing the stock now, but I thought it best to tender these five shares to you, rather than to any one else, and would inquire whether you ~~want~~ will pay par for them?

With personal regards, I am

Yours sincerely,

H. D. Lyman

To
Thomas A. Edison, Esq.,
Orange, N.J.

Say
Would like to buy best consol just now =
You better hold them as we are nearly
ready to bring out the new type
battery

Edison

ES BC

Say that I shall do all I can to lessen the noise = am closing the windows next to my street

Llewellyn Park,
West Orange, N.J.,
July 19th, 1909.

Thos. A. Edison, Esq.,
Llewellyn Park,
West Orange, N.J.;

I am trying Experiments with the machines themselves to see if cannot lessen noise from exhaust = as noise is conveyed through the air think we will be able to succeed very much

My dear Mr. Edison;

I have been advised by one of your head men to see you personally about a matter of vital interest to all real estate owners and tenants in the vicinity of the storage battery factory, but to take as little of your time as possible, I am sending this letter instead.

My brother and I either own or have liens on property within a block of it, worth over $80,000.00 and the owners of other property in the vicinity have asked me, as the one with the largest interests, to speak for them also, which I wish to do, knowing that your own sense of fairness will lead you to do the right thing.

For about six weeks the battery works have been in operation night and day, and although in the day time the noise of the tumbling or grinding machinery is not particularly noticeable or objectionable, as it mingles with other sounds, at night it is singularly annoying and nerve racking, so much so that one of our tenants has left the vicinity, another has announced his intention to leave October 1st, when his lease expires and another says he simply cannot stand it, lease or no lease.

Mr Miller
Minimum will cause trouble at night

You can readily see that this state of affairs will empty all rented premises, and keep new tenants from re-renting, and ruin the neighborhood.

I would like to be able to assure them on your authority, that the night work is only temporary, or else that you will try to see that some way is devised to eliminate the trouble, which I am sure you can bring about if you realize what a serious matter it is for everyhody within earshot.

Trusting that you will take it up, and favor me with a reply, I remain,

Yours very truly,

C R Browning

B.A.R.

E S B Co

H. McK. Twombly,
Mills Building,
New York, March 3rd, 1910.

Aug 31/1/10

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

For the purpose of reporting to the State Controller the value of the property left by the late Mr. H. McK. Twombly, and of paying the inheritance tax thereon, will you kindly let me know the values on January 11th, the day of Mr. Twombly's death, as nearly as can be determined, of the following securities:

Edison Storage Battery Co. 6% bonds, of which 100 are held.
" " " stock, of which 625 shares are held.
" Ore Milling Syndicate, of which 25 shares are held.
North American Transportation & Trading Co., of which 525 shares are held.

Your kind compliance with the above request will oblige

Yours truly,

Florence A. V. Twombly,
Executrix.

Per

Any bonds worth about 85 cents on the dollar - stock no value - I think to value as prospects as the Co has just started business on the Ore Milling Syndicate to west past Evelina many years ago - Don't know of any of the North Am T & T Co - Edison

ESBCo.

Ans 5/27/1910

A. I. CLYMER
VAN WERT, OHIO

May 23, 1910

Mr. Thomas A. Edison,

Menlo Park, N. J.

MAY 26 1910

Dear sir :

May I beg to ask if you will kindly care to include my subscription for a small number of common shares in your new storage-battery company ? I am excusable for feeling complete confidence in every product of your genius. No doubt rests in my mind that you have brought the Edison battery to final perfection and that it will come into world-wide use.

I presume the shares not retained by you will not be offered for general public subscription but will be absorbed by the big men who are fortunate enough to be included among your personal friends. Will you not consent to take me in with you, Mr. Edison, say for one hundred shares common ? It is farthest from my thought to annoy you with importunities.

Perhaps you will kindly allow your secretary to inform me as to the name and location of the new company; the number and classes of shares; par value and subscription price.

Mr. Edison, I have felt hope--and without reason, I confess--that you would gratify my wish, and it is needless to say that I await your kindly reply with the most anxious interest. Wont you please do this for me ?

I am

Most respectfully yours,

A. I. Clymer

Do not publish long lists of people who are fortunate enough to be included among your personal friends

ES BG - equip

OFFICE OF
NORTH AMERICAN RUBBER COMPANY
WASHED CRUDE RUBBER
79 MILK STREET, BOSTON, MASS.

JUN 13 1910

June 10, 1910.

NOWW

Mr. Thos. A. Edison,
Orange, N. J.

Dear Mr. Edison;—

As requested by you, the other day, during our interview regarding storage batteries, I am sending by same mail, samples of our rubber product known as North American Rubber, which we are manufacturing in Boston, and in which you seemed much interested.

These samples were made by the Boston Belting Company, one of our largest manufacturers here in that line, who have been using this rubber for over six months, and find it as satisfactory to them in every way, including wear, tensile strength, elasticity, etc. as the crude rubber they have been purchasing in the years past.

North American rubber is a chemical production in which there is nothing that ever came from a rubber tree, nor is it made from the Guayule shrub, and contains no reclaimed rubber.

We expect to have our new five ton a day plant going before the close of this year, and will be able before the first of July to turn out a ton a day.

These samples are only a few of the very many articles that the Boston Belting Co. are manufacturing out of this artificial rubber, which has stood every test and is pronounced by them equal to any goods they have made out of the crude rubber that comes from the rubber trees. Will you kindly let me know if these samples arrive safely.

I will appreciate it if you will have your representative here send in, for a few days, one of the cells for your storage battery, which I am examining in comparison with other batteries, as I talked with you about.

Yours very truly,

R/T

CSBC-Bonds

Alm 7/23/10

WILLIAM H. SHELMERDINE,
421 CHESTNUT STREET,
PHILADELPHIA.

Pilling Cant come so my proxy
will have his proxy you Gallen
see Pilling - to decide which
is most advantageous to you that
for my indebtedness I hold long
term bonds or stock at par or
without Prejudice to your
preference

22 July 1910.

Mr. R. S. Willis Secretary
Pacific Mercantile Collecting Company
Dear Sir:

I have received your proof of the 21st instant, enclosing a form of proxy for a meeting of the Stockholders to be held on the 27th instant, at hand.

While I hope to be present at the meeting in the event of my not being able to do so I will much appreciate it if you will inform me of the plan contemplated to be submitted for the accomplishment of the object to which you refer.

Yours truly

W. H. Shelmerdine

E.B.C. - Bond meeting

Pilling & Crane AWC 7/23/10

The meeting is to put my understanding into some form, either long notes or

NEW YORK OFFICE, EMPIRE BUILDING
PILLING & CRANE
IRON, STEEL, ORES, COAL, COKE
REAL ESTATE TRUST BUILDING
BROAD & CHESTNUT STREETS
PHILADELPHIA

July 22, 1910.

Stock = we are getting our sales about pretty well longer-heads. We have about $60000 worth of business on order, sales about 12 to $1500, daily or have $90000 worth calls on hand, think that we can about triple our sales with present 2700 to $3000 daily -

Mr. H. F. Miller, Secretary,
Edison Storage Battery Co.,
Orange, New Jersey.

Dear Sir :

We have your favor of the 21st instant, notifying us of a meeting of stockholders to be held at your works on Wednesday of next week.

We regret that we shall not be able to be present. Mr. Crane has gone to Europe, and the writer is Secretary of the Eastern Pig Iron Association, which will hold its next meeting on Wednesday, July 27th, at Port Henry, N. Y., and it is too late now to cancel his engagement to be present. As Mr. Brown is interested as a stockholder and will probably be present, we have asked him to represent us at the meeting. We very much regret that we cannot be there ourselves.

It will not be until next year that we will be able to have our business on a big business and only 2 or 3 of the new makers happened to have their messages built to take care of all business next year

Will you kindly advise us in the meantime what is the present condition of the company, and if you have outlined a plan, we should like to know what you propose to present at the meeting.

Please keep your friendly information, he can get any information you want at any time

We have sent Mr. Brown our proxies for the Firm and for the writer. In the absence of Mr. and Mrs. Crane, their proxies of course cannot be forwarded to them and returned to you in time for the meeting.

Yours very truly,

W.S.P.

Asked Mr. Shelburne some time ago which he would prefer that I take long charge notes or a check at four per month advance. He said he prefer I take a check please see him to take the amount which you prefer, I will do either to suit Edison

WILLIAM H. SHELMERDINE,
421 CHESTNUT STREET.

Have proxy
Have seen at
recently

PHILADELPHIA, July 25th, 1910. 190

JUL 26 1910

Mr. Thomas A. Edison,

Orange, N. J.

My dear Mr. Edison:

Your favor of the 23rd instant is at hand.

In view of the meeting of the Directors of the Cement Company called for the 28th instant, the day following the meeting of the Battery Company and my inability to be away from here on both days, I shall not come over until Thursday.

I return herein the proxy executed by me and would say that I favor the issue of Stock instead of Notes in liquidation of the indebtedness of the Company to you.

Hoping you are enjoying good health during this excessive heat, I remain,

Yours sincerely,

W H Shelmerdine

ES BC - Promotes

NEW YORK OFFICE, EMPIRE BUILDING
PILLING & CRANE
IRON, STEEL, ORES, COAL, COKE
REAL ESTATE TRUST BUILDING
BROAD & CHESTNUT STREETS
PHILADELPHIA

July 26, 1910.

JUL 27 1910

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Mr. Edison :

We have your letter in reference to Storage Battery matters and thank you very much for the information in reference to the battery. We very rarely see Jack Ross; and have never felt quite free in asking him many questions in regard to the battery, not knowing how much liberty you gave your employes in regard to imparting information. We are glad to know that you are progressing favorably, and hope that the business will steadily improve.

In regard to the indebtedness to you, we beg to say that we should prefer to have the Company settle with you by the issue of stock at par, as you suggest. This would enable the Company to become a dividend payer much sooner than if the profits had to be accumulated in order to pay off notes.

Mr. Brown informs us that he expects to be present at your meeting, and has kindly agreed to represent us.

With best wishes, we beg to remain

Yours very truly, Pilling & Co.

W.S.P.

E 30 C

Ans 10/25

October 22, 1910

Mr. Thomas A. Edison,

Menlo Park, N. J.

My dear sir : A number of months ago, I wrote you begging to know whether it would not be possible for you to receive me as a stockholder in the storage battery company, and you very kindly replied that the shares then issued had all been taken. I have this moment learned of the present increase of capital and listen to ask if you would care to permit me to subscribe for fifty or one hundred shares of the new issue. I will remit N. Y. funds immediately to the bank named by you. I have not the least desire to annoy you, with importunities, Mr. Edison, but my ambition of years past to be identified with you in the storage battery proposition will excuse me for writing you again. Will it not be possible to include me ? Anxiously awaiting your reply, I remain

P.O. Box 351

Very truly yours,

A. I. Clymer

Only last month have we passed from losing money to making a little & will be some time before we can pay dividends

We only have a few shares left

Such circumstances

I hesitate to call any a bank

Ans 11/2

A. I. CLYMER
VAN WERT, OHIO

Yours of the 28th is at hand & I thank you for your confidence in the battery, and I will let you have 100 shares of my own stock ~~at par, which~~ I paid cash for the $1,900,000 cash for which I took stock at par, any time you come and talk over and do what we and stand. Yours T A E

October 28, 1910.

Mr. Thomas A. Edison,
Orange, N. J.

My dear sir :

Your courteous letter of the 26th instant, in reply to mine of 22d instant, has been received.

I note your secretary says that it will be some time before the Battery Company can pay dividends, as the business is developing rapidly and all earnings must go into machinery, and that for that reason you hesitate to sell stock.

This is the only policy, Mr. Edison, that I could have anticipated you would consider: conservation of working capital, mixed with brains, can be depended upon to bring the only battery the adequate success to which it is entitled. I surely think that every dollar of earnings should be devoted to the continual enlargement of the business--to more ground, buildings, machinery and every facility for the most extended introduction and application of the battery--with no thought of dividends for a matter of years, if need be. The Edison battery is too big for any but the broadest and most liberal policies.

Mr. Edison, I am a comparatively young man and very far from rich--but there is not one of my carefully considered and pleasurably growing investments that I should not be most happy to

(Mr. Edison, #2)

A. I. CLYMER
VAN WERT, OHIO

part with, (if such were necessary,) in exchange for the distinguished privilege and advantage of being identified with you and the battery. This has been my ambition of years, since I first read of your labors along this line, realizing then no less than now, that the perfected storage battery would immortalize you, were all of your other magnificent bequests lost to the world.

Your letter of the 26th instant encourages me to believe that you may care to receive me with you in the Battery Company--for I beg to assure you that the question of early dividends had not for a moment occurred to me--and I most earnestly hope that you will as a mark of your kindliness permit me to become a stockholder in your company, say for 50 or 100 shares of $100 par value, or to whatever extent may be agreeable to you.

Awaiting your reply with the deepest interest,

I remain

Most sincerely yours,

A. I. Clymer

P.O.Box 351

ESBCo - Stock sale

Ans 11/9/10

A. I. CLYMER
VAN WERT, OHIO

November 5, 1910

Mr. Thomas A. Edison,
Orange, N. J.

My dear sir :

Harry get 100 share Certificate & do biz through bank — write letter which I will sign thanking him for the compliment re the battery — stating how you have arranged — Edison

Your most kind letter of the 2d inst.--postmarked at Orange Nov. 3, 7-30 p.m.--reached me to-day.

I cannot find words to express my pleasure at your having so generously gratified my wish to be identified with you in the Edison Storage Battery Co. While in New York, two weeks ago, I visited your company's booth at the Madison Square Electrical Show, and your representative, seeing that I evinced more than a casual interest, gave me a most illuminating explanation of the battery, which in itself fascinated me.

I of course made no inquiry of him as to shares, knowing that he was not there to discuss the company's financial affairs. But I felt a very strong impulse to go to Orange in the hope of meeting you and taking just a minute of your time; however, I restrained myself, feeling that I should be imposing upon a gentleman whose time is worth very much more than mine. I shall indeed take the pleasure of visiting the factory when I am again in the East, and hope to thank you personally for your very especial consideration.

Mr. Thomas A. Edison, #2

Will you be kind enough, Mr. Edison, to advise me as to the par value of the stock per share (I presume the shares are of the usual size of one hundred dollars and that there is one class of stock) and who the company's transfer agent is or what Orange or New York bank will deliver the 100-share certificate to me; then I will know where to remit, and the amount. It will be highly agreeable to me to remit to you direct, if you prefer; but I have presumed that you do not care to take the time and trouble to personally see to transfers, etc. I had thought of sending my remittance to one of your best Orange banks, --when it occurred to me that this might not be agreeable to you. I shall be ready to remit promptly upon receipt of your advice.

Very sincerely yours,

Arthur I Clymer

P.O.Box 351

ESBc—stock sale

Ans Nov. 14-1910

A. I. CLYMER
VAN WERT, OHIO

A I Clymer, The phila people are getting this battery out of hand. I want to disturb the defect in the battery. I have called the battery a lead battery & I want it introduced as a lead battery. Please inform them of the fact. Yours truly, Thos A Edison

November 9, 1910

Mr. Thomas A. Edison,

Orange, N. J.

My dear sir :

Your very kind letter of 9th inst. is at hand advising that you will deliver to Second National Bank of Orange, N. J., a certificate for 100 shares (par value $100. pr share) of the Edison Storage Battery Co., on receipt by them of N. Y. dft. forwarded Nov. 8th ($10,000.) dollars from me, said certificate being issued in my name (Arthur I. Clymer).

I have to-day made remittance of $8200. to my New York bankers, Messrs. Henry Clews & Co., of 17 Broad St., to pay my balance with them at $10,000. plus, and have also mailed to Second National Bank of Orange my check on Messrs. Clews & Co. for $10,000. I have requested them to forward certificate to me here by registered mail, and have attached 12¢ stamps to my letter, for that purpose. Mr. Edison,

I will sign

A. I. CLYMER
VAN WERT, OHIO

Mr. Thomas A. Edison, #2

would you care to ask them if they will kindly collect draft and forward certificate without cost to me, in courtesy to you as their patron ? I believe they would do this for you.

Recently noticing that the Electric Storage Battery Co., of Phila., were expecting to bring out an improved battery, I wrote them an ordinary inquiry. You may be interested to read their reply, which please destroy.

Yours most appreciatively,

Arthur I. Clymer

P.O. Box 351

[ENCLOSURE]

"Chloride Accumulator" "Tudor Accumulator" "Exide Accumulator"

THE ELECTRIC STORAGE BATTERY CO.

GENERAL OFFICES

PHILADELPHIA, PA.

"Exide" Battery

CLEVELAND OFFICE, CITIZENS BUILDING

Nov. 5, 1910.

Mr. A. I. Clymer,

Van Wert, Ohio.

Dear Sir:-

Your favor of the 2nd inst., addressed to Philadelphia, has been referred to this office for attention.

We have perfected a new vehicle battery which will be far superior to any battery manufactured up to the present time. Its capacity will be about 20% greater than that of the EXIDE, but its life will be from two to three times greater and it will not be necessary to clean it during its life. These latter pointsare extremely important and, we believe, will make it very popular.

In regard to mileage, it is impossible to make a definite statement in regard to this but with a proper sized battery of this type in the well designed cars of this date, the radius of mileage will be entirely satisfactory to users of electrics.

We are at this time not in position to quote prices on the battery as the prices have not been made up.

We hope to be able to begin deliveries of this type

[ENCLOSURE]

of battery early in 1911. In purchasing your car, it will only be necessary for you to notify the manufacturer that you desire our new type of battery.

Very truly yours,

3-1 MANAGER CLEVELAND OFFICE.

(I told them I expected to buy an electric carriage in the spring and wished to know something of their new battery. My letter brought forth this reply.)

C. D. JACKSON & CO.

IMPORTERS OF AND DEALERS IN

MARBLE, STONE, MOSAIC PLACQUETTES & GRANITO

OFFICE, YARD AND WHARF

105TH STREET AND EAST RIVER

NEW YORK

SOLE REPRESENTATIVES FOR
FABBRICOTTI'S
C.F. FM & FS. CARRARA
MARCHETTI'S
A^M BLANC P MARBLE
DEL MONTE QUARRIES
AFRICAN & NUNIDIAN MARBLES
FÈVRE & CIE
FRENCH LIMESTONES
CIVET, POMMIER & CIE
FRENCH LIMESTONES
PATENT UNIVERSAL MARBLE CEMENT

CABLE ADDRESS RECHIND, NEW YORK
LIEBER'S CODE ABC 5TH EDITION

TELEPHONE 3727 HARLEM

SOLE REPRESENTATIVES
FOR THE FOLLOWING QUARRIES
GENUINE HAUTEVILLE, CH
BASSEVILLE (PIERRE DE TOURIS)
ECHAILLON, BLANC & FLEURI
TAVERNELLE
ESCALETTE
SWISS CIPOLIN
SENDU
PIERRE DE LENS
CAEN STONE
AND OTHERS.

ALL AGREEMENTS ARE CONTINGENT UPON, AND SUBJECT TO, STRIKES, ACCIDENTS, DELAY OF CARRIERS, OR OTHER CAUSES BEYOND OUR CONTROL, AND ALL QUOTATIONS SUBJECT TO CHANGE WITHOUT NOTICE.

Nov. 18th, 1910.

By

NOV 19 1910

SUBJECT

Mr. T. Brady,

c/o Edison Storage Battery Co.,

West Orange, N. J.

Dear Sir:-

In accordance with request of our Mr. Georges who called upon you yesterday, we are sending you by express, some sample spawls of Carrara Italian Marble such as we could supply you for your requirements.

We are also communicating with our shippers abroad, requesting them to furnish us with a price on Marble Waste of this character and we shall not fail to quote you a price on same as soon as we hear from our shippers.

Thanking you for your inquiry, we remain

Yours very truly,

C. D. Jackson & Co.

RMF/FW.

[ATTACHMENT]

95 B. Co Equip

Brady

Find out what Jackson & Co may will import 50 tons of the marble which they sent a sample

Edison.

12/3/1910

Analysis of Marble from C. T. Jackson & Co New York

#85

An average sample of the Marble shows following results:

CaO	54.28 %
CO_2	43.70 "
SiO_2	0.32 "
MgO	0.75 "
FeO	0.42 "
Al_2O_3	0.24 "
H_2O	0.05 "
	99.76 "

J. Goldstein

12/12/10.

[ATTACHMENT]

Analysis of Marble from the Astoria Marble Sawing Co. Astoria L.I. ——— 12/27/10

#92.

An average sample of the Marble shows following results:

CaO	–	52.80 %
CO_2	–	41.97 "
SiO_2	–	4.38 "
MgO	–	0.10 "
FeO	–	0.13 "
Al_2O_3	–	0.54 "
K_2O	–	— "
		99.94 %

J. Goldstein

12/27/10

A. I. CLYMER
VAN WERT, OHIO

November 18, 1910

Second National Bank,

Orange, N. J.

Mr. Chas. M. Close, Cashier,

My dear sir : Your letter of 16th inst. is at hand, with certificate No. 92 for 100 shares in the capital stock of Edison Storage Battery Co., issued in my name, in payment for which I previously mailed you my check on Henry Clews & Co. for $10,000, to be placed to credit of Mr. Thomas A. Edison. I have written Mr. Edison, also, acknowledging receipt of stock.

Begging to thank you for your courtesy, I remain

Yours very truly,

Arthur I. Clymer

The Baker Motor Vehicle Co.

MANUFACTURERS OF

ELECTRIC VEHICLES

R. C. WHITE
F. B. WHITE & Brothers
R. C. NORTON & Brothers
G. A. HENDERSON, Sales Mgr.

Edgewater Branch L.S.&M.S.Ry.

MEMBER OF THE NATIONAL METAL TRADES ASSOCIATION

CARL G. GANZ
BAKER CLEVELAND
WESTERN AGENCY, MANUFACTURERS
1205 S. FIFTH AVENUE

Cleveland, O., U.S.A.

November 21, 1910.

Edison Storage Battery Co.

Orange, N. J.

Attention Mr. W.C.Bee.

My Dear Mr. Bee:-

Your two letters of November 16th at hand. I beg to say that I do not believe that a scheme of basing the discount on the number of batteries bought by a manufacturer will work out as to-day every high grade standard article is sold to legitimate manufacturers at the same price regardless of the quantity bought; possibly with but one exception where a manufacturer closes a very large quantity. In this latter case the manufacturer possibly obtains a slightly higher discount than usual.

Referring to the latter sentence in one of your letters about cutting prices, we beg to say that no manufacturer of a high grade article to-day allows his sub-agents to cut prices but I also think that it would be difficult for you to watch this closely as the manufacturer of Electric cars will find a way of excuse by saying that he did cut the price on his car and not on the batteries. This is done to-day to our absolute knowledge by one manufacturer, whose name I do not care to quote, in Chicago and driven to such an extent that he has sold several cars with Edison batteries at the price of the car with lead batteries.

I thank you for your congratulations and beg to say that the record was made with 40 cells. Referring to the 44 cells which you kindly did let me have, I beg to say that the average ampere hour capacity of this battery was 270 ampere hours with the exception of 5 cells which would not show up as good and I, of course, left out the 4 worst cells.

I am glad to learn that you will soon be in shape to make prompt deliveries on your batteries as we are certainly to-day in a very bad shape and have to accept cancellations on cars to be equipped with Edison batteries for the reason that we cannot obtain the batteries from you in time. I am surprised that you charge this delay partly against our special trays as I do not think it would be asking too much from this Company if you were to keep several sets of trays in stock.

Referring again to the unsightful point of the cells shifting in the trays, I beg to say that it is unjust if this is charged by your Company to our special trays as I have experienced the same trouble with your late standard trays as well in this factory as on some batteries in customers' cars and for your interest I beg you once more to take my word for it that this trouble will not be eliminated before you will provide on your cans an emboss which will have the proper shape and which will be large enough to allow for the experienced distortion of the metal around the embossed after the connectors have been attached and detached several times. I also beg to say again that the present conical shape of the emboss tends to slip out of the hard rubber button with the slightest effort.

To prove to you once more that my statements are correct, I beg to call your

E. S. B. Co.,

attention to the fact that in the 44 cell set of battery which you sent me the most faulty cells as far as shifting is concerned were those in the small stiff two cell trays.

Hoping to hear from you that something has been done on this mentioned situation, I remain,

Yours very truly,

E. L. Greenfeldt

G/2 P.S. I expect to be in N.Y. Monday next, to sail for Europe on Tuesday. Should like very much to see you in N.Y.

EDISON STORAGE BATTERY COMPANY
SUITE 424
McCORMICK BLDG. 193 MICHIGAN AVE.
CHICAGO

Wecdoraft
file this
under Battery
Advertising

November 26, 1910.

Wm. G. Bee, Manager of Sales,
Edison Storage Battery Co.,
Orange, New Jersey.

Dear Sir:

Supplementing my letter of even date, in regard to the proposed annoucement in the press, I today met Mr. Anderson at his Chicago Branch, and he suggested bringing in the name of the Detroit Electric in connection with the Anderson Carriage Company, reading as follows:

Anderson Carriage Company, Manufacturers Detroit Electric.

Also, it occurred to me that we should mention the users of the Edison battery in commercial vehicles, namely,

Lansden Company,
Automobile Maintenance & Mfg. Co.
Anderson Carriage Company.

If you wish to include the General Vehicle, you, of course, know best.

I have arranged a meeting Monday. There will be present representatives of the Commonwealth-Edison Company, the Automobile Maintenance & Mfg. Co., Mr. Price and Mr. Anderson, of the Anderson Carriage Company, and Mr. Klingelsmith of the Lansden Company, and possibly a representative of the Retail Drygoods Association.

Yours very truly,

C. B. Krayer.

CBF-L

The New Edison Storage Battery

WARNING!

The Public is hereby warned against certain manufacturers of ELECTRIC VEHICLES, who, solely to obtain a greater profit from their vehicles, use a cheap lead battery, giving but half the mileage and one tenth the life of the above.

Use of the lead battery reduces the total cost of a vehicle, but is PRICE the only thing to be considered in making so important an investment?

For the above reason no hesitation has been shown in making all kinds of misstatements regarding THE NEW EDISON STORAGE BATTERY.

Mr. Edison certainly would not spend seven years obtaining a battery to solve the problem of vehicle traction in cities, were he not thoroughly convinced the results could never be obtained by the use of a lead battery.

The great stores of New York City, after using lead batteries for many years and EDISON BATTERIES for but three years, are discarding the lead, and using the higher priced EDISON BATTERY, WHY?

BECAUSE IT IS RELIABLE

As the manager of one of the large department stores said, "It is more important to have a reliable delivery department than to save the difference of a few hundred dollars between the First Cost of an EDISON and a LEAD battery".

The following firms are now selling and advertising cars regularly equipped with the NEW EDISON STORAGE BATTERY.

ANDERSON CARRIAGE CO.	DETROIT, MICH
S.R. BAILEY CO Inc.	AMESBURY, MASS
BAKER MOTOR VEHICLE CO.	CLEVELAND, OHIO
THE WAVERLEY CO.	INDIANAPOLIS, IND.

Information regarding this battery will be gladly furnished upon application to

Edison Storage Battery Co., 121 Lakeside Ave., Orange, N. J.

ESBC-stock-note

A. I. CLYMER
VAN WERT, OHIO

Harry wrote about this, Dec 29, '10
Dec 6 1910 Dalton & Lafferty
Answ'd 1/10 Dec 6 - 1910 sent it, E

Mr. Thomas A. Edison,

Orange, N. J.

My dear sir : Referring to my recent purchase from you of 100 shares Edison Storage Battery Co. at par. As a gentleman of large interests and important connections, you cannot but have noted my very exceptional confidence, in proposing to buy property without having made any inquiries whatever of you, as to the business. In your letter of 9th inst., you said, "I thank you for your interest and confidence in the storage battery." Allow me to say, Mr. Edison, that my confidence in the battery has been due not alone to its obvious value as an invention but to my feeling that both battery and shares are invested with your own personality as a genius and a gentleman. I did not question the price of the shares, and the amount of money I have invested in them is proportionately very large for a man of my limited means; this, I think, may tend to increase your kindly interest in me as a holder of your stock. In this single

A. I. CLYMER
VAN WERT, OHIO

instance, I felt it unnecessary to my protection that I first inform myself fully as to the corporate, financial and business condition of the investment in question, and I am pleased to assure you that this has been due solely to the fact that it is your invention and your controlling interest in the company, that have induced my absolute confidence. I have considered it to be an organization in which a gifted man and a group of his friends have formed an ideal combination of brains, character and capital.

And now that I have fully explained the reason for my complete faith and desire to invest in the battery shares, I trust that you will care to give me--in absolute confidence if you so condition--some information as to the company and its business. I should be interested to know, if you will obligingly inform me, as to --

The date of incorporation,
No. shares authorized,
No. shares originally issued,
Additional issues, with dates,
At what price the present new shares are taken by the stockholders

A. I. CLYMER
VAN WERT, OHIO

and what proportion of these shares are retained by the company as treasury stock,

Do my shares entitle me to an interest in the latest issue, and when do the transfer books close against the allotment of the new stock ?

May I ask if the company has any bonded indebtedness, and if so, the amount, interest rate and maturities ?

Would you care to enclose to me, Mr. Edison--for immediate return if so desired--a copy of the company's latest statement of condition, such as are sent to stockholders of the Eastman Kodak Co., for instance ?

I should be much interested to know whether the New York City crosstown lines have ordered more Edison battery cars, in addition to the trial car, and if it be true (as I have read) that a large contract has been made with an Alaskan transportation company.

It will gratify me greatly to read whatever information you will privately afford me, and awaiting your kind reply with very much interest, I beg to remain

Sincerely yours,

A. I. Clymer

A. I. CLYMER
VAN WERT, OHIO

December 10, 1910

Edison Storage Battery Company,

Orange, N. J.

Mr. H. F. Miller, Secretary and Treasurer,

Dear sir :

Your letter of the 1st inst. relative to the Edison Storage Battery Co., replying to mine of 29th ult. to Mr. Edison, was received in my absence.

I believe I do not fully understand the situation: you state that the original authorized capital of $1,000,000 was fully issued; that the capital was recently increased by $2,500,000, making the total capital $3,500,000; that $1,000,000 of stock was given to Mr. Edison for his patents--those existing and all future patents; and also that about $2,000,000 of the recent increase was issued to Mr. Edison at par, for money advanced by him to the company. (In his letter of 2d ult., he informed me that he paid into the Edison Storage Battery Co.

Harry Seek him all about it & have see the letter. Alex 12/17/10

E. S. B. Co. 2

A. I. CLYMER
VAN WERT, OHIO

$1,900,000 cash, for which he took stock at par.) May I ask you to kindly advise me how the $1,900,000 which he paid into the company is invested; is it in lands, buildings and machinery ? I had not supposed that so large an amount was invested in the plant. I should be pleased to know what amounts, respectively, are invested in ground, in buildings and in machinery. Doubtless you can obtain this from entries in your present books.

May I inquire to what use the proceeds of the $500,000 bond issue have been put ? This, I understand, makes a total investment of $2,400,000 or $2,500,000. I will also ask what is the interest rate on the bonds and when they mature.

Referring to the $1,000,000 of stock given to Mr. Edison for his patents now existing and all future patents: am I right in understanding that this includes all patents now or in future issued in connection with the Edison storage battery in this and foreign countries ?

I enclose herewith, for your interest, two recent adver-

A. I. CLYMER
VAN WERT, OHIO

tisements of the Woods Motor Vehicle Co., from the Chicago Record-Herald. This company's attitude seems quite unfair and unbusiness-like and evidently is calculated to discourage electric-carriage buyers, as far as possible, from specifying the Edison battery. I cannot understand their animus, unless they have a private arrangement with the Exide people or own an interest in the Electric Storage Battery Co.

You understand that I have requested particulars relative to the company, for my private enlightenment as a stockholder interested in his investment and in the success of the company. It is only such information as one ordinarily would desire before rather than after making the investment. Your trouble in fully advising me is much appreciated.

Very truly yours,

A. I. Clymer

P-O Box 351

THOMAS A. EDISON
President

FRANK L. DYER
Vice-President and General Counsel

E. G. DODGE
General Manager

H. F. MILLER
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

Telephone, 908 Orange

ORANGE, NEW JERSEY Dec. 16th 10.

A. I. Clymer, Esq.,
Van Wert, Ohio.

Dear Sir:

Replying to your letter of the 10th instant I beg to reply that the $1,900,000. cash was paid in by Mr. Edison over a period of ten years, and it was used for machinery which was specially designed and made; and which became in time, obsolete, owing to improvements in methods of manufacture and had to be scrapped. In fact, approximately the whole amount was used in perfecting the battery and in experimenting, to bring the manufacturing processes up to a commercial stage, which was accomplished a year ago last July, when we began shipping the improved cell.

Thousand of experiments were made as well as exhaustive tests before Mr. Edison was satisfied with the battery, all of which takes money which Mr. Edison, sanguine of the ultimate success of the battery, willingly advanced the Company. This experimental account will, in time, be wiped out by profits.

The real estate, buildings and machinery owned by the Company are collateral for the $500,000. bonds held. The bonds bear interest at six percent and mature in 1917.

Mr. Edison agreed to assign to the Company, all patents issued or to be issued on storage batteries for the use of the Company in the United States only.

Yours very truly,

H. G. Miller

Treasurer.

Ed - Hand

Rec'd 12/27/10

A. I. CLYMER
VAN WERT, OHIO

December 27, 1910

Say, that we are only just coming out even on balance as we give 20% off + 2% for cash, soon we will also have to stop at this cost - we were selling a better car for less money in Chicago

Edison Storage Battery Co.,
Orange, N. J.
Mr. H. F. Miller, Secty.-Treas.,
My deer sir :

I enclose several clippings for your interest.

I have no means of giving you any further information regarding the electric car merger, but thought it would be the hint of it to you. The Wagon Works is large, old-established concern I believe accustomed to doing things in a big way. I don't know who or where the Chic Electric Car Co. is. The Milburn Wagon Works, [illegible] first [illegible] in Chicago.

I wish the Anderson and Baker Co's could do their justice to themselves and you in Chicago - the second largest city in the country. Enclosed ads show the comparative interest taken by them and by the Woods Co. in the very important, level-headed reached by the Chicago dailies. The Detroit and Hoosier ads appeared in the Record-Herald of yesterday. The full-page ad, demonstrating the value of advertising in the Sunday Record-Herald, incidentally booms the Woods electric.

Woods has a special contract with Gude & is very numerous

A. I. CLYMER
VAN WERT, OHIO

Edison Storager Battery Co. 2

As it happens, your ad appears on the page opposite the full-page ad. I think it is an extremely attractive and convincing advt., with its two display lines and the maps. Having had a very considerable and successful experience in advg., I am in position to appreciate your announcements. Will you pardon me if I suggest that it might be desirable, (having interested the reader in your battery) to invite him to send for your new illustrated booklet, fully describing the battery, its unique features, advantages, and remarkable accomplishments to date. This will put you in possession of the name of a "prospect," which you can at once mail to each of the companies equipping with the Edison.

I wish to do everything in my power to further the interests of the company, and then when I am ready to buy a car, perhaps you will care to provide me with an Edison battery at an inside price, very privately.

I am not informed as to the desirability of the Motz puncture-proof tires, advertised on same sheet as your ad, but the idea of a trouble-proof tire for electric use (with ladies especially) strikes me very forcibly. It removes an important source of doubt from the minds of a large contingent of possible buyers.

Hoping to hear from you in reply, I am

Yours very truly,

A. I. Clymer

Edison Storage Battery Company Records
Correspondence (1911-1920)

This folder contains documents, primarily correspondence, relating to the business of ESBCo. Included are letters pertaining to the outfit and supply of the ESBCo works, corporate finance, and the production and sale of batteries and by-products. Correspondents include Edison, Charles Edison, Robert A. Bachman, Donald M. Bliss, Miller Reese Hutchison, Stephen B. Mambert, Arthur Mudd, C. E. Sholes, and other ESBCo employees; investors Arthur I. Clymer, and William D. Sloane; and Frederick A. Hall, an efficiency engineer associated with Frank B. Gilbreth. Some of the items deal with supplies available from the Sangamo Electric Co., the Troy Electric Co., and the Quigley Furnace & Foundry Co. Other documents relate to the foreign sales of Edison storage batteries; the specifications for batteries required by the U.S. Navy; a sales company called the Transportation Engineering Corp., organized by one-time ESBCo employee, H. G. Thompson; and the development of an automotive starter by the Tidewater Equipment Co. Also included are memoranda and conference minutes summarizing the staffing and structure of the Engineering Department, Research Department, and Tube Inspection and Assembly Department; and an insurance report from 1918 providing the layout of the ESBCo manufacturing plant in West Orange.

Less than 10 percent of the documents have been selected. The items not selected include routine exchanges regarding the supply of equipment and material for ESBCo, the payment or deferral of accounts, and other matters of daily administration. Also not selected are letters of transmittal and acknowledgment and items that duplicate information in selected material.

ESBCo -
Employees

The Chase National Bank

A. Barton Hepburn, PRESIDENT.
Albert H. Wiggin, VICE-PRESIDENT.
Samuel H. Miller, VICE-PRESIDENT.
Henry M. Conkey, CASHIER.

New York Jan. 14, 1911.

Thomas A. Edison, Esq.,
West Orange,
New Jersey.

JAN 16 1911
Ans 1/17/11

Dear Sir:

One of our clients has made inquiry of us concerning Mr. A. J. Doty, who, we understand, is connected with the Edison Storage Battery Company. We are advised that Mr. Doty is well known to you.

We should esteem it a courtesy if you would favor us with your estimate of Mr. Doty's character and responsibility. From your knowledge of his financial worth, would you consider an individual contract with Mr. Doty of $15,000. to $20,000. as good?

Thanking you in advance for your courtesy in the matter, and requesting that you treat this inquiry as entirely confidential, we remain

Yours very truly,

H. M. Conkey
Cashier.

Yes, well recommended

Mr. Doty is employed by the E S Bat Co as an Engineer in charge of Batteries, I am not familiar with his financial condition, He is in my opinion, a reliable man
Edison

The Chase National Bank

A. Barton Hepburn, CHAIRMAN OF THE BOARD
Albert H. Wiggin, PRESIDENT
Samuel H. Miller, VICE PRESIDENT
Henry M. Conley, CASHIER

New York Jan. 20, 1911.

JAN 24 1911

Thomas A. Edison, Esq.,
Orange,
New Jersey.

Dear Sir:

Please accept thanks for your favor of the 17th instant, in response to our recent inquiry. We appreciate your courtesy in this matter.

Yours sincerely,

H. M. Conley,
Cashier.

Aug 30 11 1909

2 WEST FIFTY-SECOND STREET

Jany 26/11

Thos A Edison Esq

Dear Mr Edison

As owner of $100000 of the 6% bonds and 625 Shares of the Capital Stock of the Edison Storage Battery Co I am naturally desirous of knowing something about the condition of the Co at this time

The last information rec'd was contained in a letter from H. H. Miller, Treas, dated Aug 27 1909 advising the success of the battery and of its great prospects.

I shall be much obliged if you will send me a statement of the Co's condition – or at least give me some idea of what has been done towards getting the Comp into that shape you predicted for it some years ago.

Yours truly

M D Sloane

[ATTACHMENT]

Wm D Sloane

Dear Sir

A firm of public accountants are now engaged in making ~~Compiling~~ an audit + we should have in shortly & will send you the results — We ~~[illegible]~~ have established a very good business amounting at present

2

to about $60,000. We employ 680 men — per month, & it is growing

On account of great Expenses of advertising & Establishing ourselves there are no profits but ~~[illegible]~~ This preliminary Expense will ~~[illegible]~~ decrease from now on & we will surely show good Earning before fall —

Z

C3BC

EDISON STORAGE BATTERY COMPANY
SUITE 424
McCORMICK BLDG. 193 MICHIGAN AVE.
CHICAGO

February 4, 1911.

FEB 6- 1911

Mr. Thomas A. Edison,

Orange, New Jersey.

My dear Mr. Edison:

The Chicago Automobile Show is the best they have ever had. The weather is the finest I have ever found it in Chicago at this time of the year. The crowd is something fierce. The electrical people are doing the biggest business they have been doing for a year.

Anderson is showing five models, all equipped with Edison batteries. As near as I can make out, his sales at the present time are about half lead and half Edison. I know they are selling them because I have seen the contract signed. Anderson is doing the biggest business of any of the pleasure car manufacturers. They shipped from their factory in the month of December eighty-three cars.

Waverly is showing one car with Edison Battery.

Ohio is showing Edison cells in trays.

Babcock is showing one model with Edison batteries.

Baker has got cold feet again, but this happens to be only in Chicago. The facts of the case are as follows: Temple, a Jew, who is their biggest agent, and by the way a hustler, buys cars without batteries, and assembles his own lead battery here. He uses what they call a "Universal", made here in Chicago, and much cheaper I understand than the Exide. He says that he is entitled to manufacturers' discount on Edison Batteries. He is going to sell from fifty to seventy-five Baker rigs this season. He will push Edison Batteries if we give him the discount. I say he is not entitled to it. Ten per cent is all he should get. The Baker people

don't want us to give him the full discount, and if we did, we would only make them sore. In the way I size it up, the public is going to demand Edison Batteries, and Temple will have to put them in anyway. He has a Baker car equipped with Edison Batteries, and is getting excellent results.

Woods and R. & L. are fighting us hammer and nail.

The "Ironclad" is now being put off for first of March delivery. They had promised it for first of January, but have not made good. They got out a guarantee of 20,000 miles over a period of three years, and if the 20,000 miles are run in a year or two years, that ends it. If the battery runs three years without doing the 20,000 miles, that ends it. But, mind you, they have not delivered any of the batteries yet.

I spent last evening with Gruenfeldt, the engineer of the Baker Company. He is our friend, and I honestly believe we will win out through him.

But the real live wire of the whole bunch is Anderson.

Yours very respectfully,

WGB-L

W G Bee

A. I. CLYMER
VAN WERT, OHIO

Please tell me what Mr. Katz says so I can answer Clymer

Return this letter

Note Baker's reply

February 1, 1911

Edison Storage Battery Company,

Orange, N. J.

Mr. Thomas A. Edison, Prest.,

My dear sir :

Desiring to keep you informed of anything I hear affecting the sale and success of the Edison battery, I wish to mention something that has come out in my correspondence with manufacturers of electric cars, toward securing a bargain in an up-to-date car.

The Baker Motor Vehicle Co. write me that "it is only recently that manufacturers have been getting out bodies which will take the Edison battery and we do not think you could find a car second-hand. There is a new battery brought out by the Electric Storage Battery Co. called the Iron-Clad, which has almost stopped the sale of the Edison, and of course any of our cars would take this Iron-Clad battery."

They say nothing further in this connection, as to the comparative desirability and price of the two batteries, but it gives one the impression that something is being done to the disadvantage of the Edison. Perhaps the Electric storage Battery Co. are trying to coax the Baker Co. away with special inducements. However it may be, I should

greatly regret to see our company lose perhaps the most prominent electric car mfg. company.

Without any reference to the comparative merits of the Edison and Exide products, it is evident that this is no ordinary business competition--it is a battle for first place.

I should be interested to know the comparative prices charged for the Edison, the Exide and the Iron-Clad batteries, (their equivalent of 40 cells Edison A-6.) if you will kindly inform me. I believe the car builders balk at the extra charge of the Edison S. B. Co., thinking it discourages prospects from buying their cars -- probably they think buyers will make no allowance for the extraordinary life of the Edison or conclude that it has not had time to demonstrate its value in that respect. Perhaps the decreased cost which you stated, in a former letter, that you were expecting to reach, will enable you to meet competitors on a cheaper basis.

I wanted very much to get a "used" or "demonstration" car, 1910 or 1911 model, shaft-driven, Motz cushion tires, with hoods of proper capacity to accommodate Edison batteries. Will you be kind enough, Mr. Edison, to inform me (very privately if desired,) whether you personally favor shaft- or double-chain-drive? We have brick-paved streets and fairly well macadamized country roads. Perfectly level country. I should think that a completely enclosed chain-drive would be especially desirable--but in the absence of that, one must choose between shaft- and exposed chain-drive.

A. I. CLYMER
VAN WERT, OHIO

Mr. Edison, #9

Has it been definitely ascertained that the shaft-drive consumes the current materially faster than the chain-drive, on such roads as I have just described ?

And may I beg to ask whether you or your friends have had any experience with the Motz cushion tires ? I have deferred buying any kind of a car for several years, as I am neither mechanical nor "husky," and have been held back through dread of the inevitable tire troubles. I quote, confidentially, from a letter just received from Anderson Electric Car Co.: "The Motz tire proposition we are not very much in favor of. We do not believe it will relieve you of all the troubles. While you might avoid punctures, you would have other troubles which our (Cleveland) agent would explain."

This may be really true; or, it may be that the Anderson and Motz people have disagreed, as the Motz ad. in to-day's Chicago Record-Herald omits the name of Anderson from an impressively long list of car builders who include Motz tires in their equipment.

I have not as yet received your reply to mine of 4th inst., but trust it is on the way.

Very truly yours,

A. I. Clymer

P.S.: I am this moment in receipt of your exceedingly kind letter of 10th inst., replying to mine of 4th, and will forward the necessary details as to our current, as soon as I shall have determined on make and type of car.

A.I.C.

[ATTACHMENT]

Molly Tire is used instead of a Solid - it takes more current than solid tire, it dont skid as much. Mr Bee our Selling agt says its spoken of favorably

In Iowa City would say Shaft drive but for very hilly Country Should say Chain drive Baker or Anderson are good Cars —

The Iron clad Lead Battery is hanging fire, They are having trouble with it of Course its got out Expressly to fight us but we shall come in the end —

Appeal showing wrap battery then covered & burns - paralyzing as they seem

Williams
Ans
Feb 18-1911

ESBC - Stock

THE INVESTORS' AGENCY, INC.
ESTABLISHED 1892
NATIONAL CITY BANK BUILDING
55 WALL STREET TEL. 3400 BROAD
NEW YORK

M. L. SCUDDER, PRESIDENT
MARVYN SCUDDER, SECY. AND TREAS.

SCOPE
INVESTIGATIONS, AUDITS
EXAMINATIONS FOR BANKERS
CONSULTATION ON CORPORATIONS
REPORTS ON STOCKS AND BONDS
APPRAISAL OF ESTATE SECURITIES
LEGAL ACCOUNTING
REORGANIZATIONS
PROFESSIONAL SERVICE TO INVESTORS
STATISTICAL LIBRARY 1885-1910

Au 3/18/11

E S Battery Co. is just into condition and not yet on a paying basis. Above gathered from Barron's 2/16/11

Ed Thos. Edison

IN RE EDISON STORAGE BATTERY CO. STOCK

FEB 17 1911

Edison Storage Battery Co.
Valley Road,
West Orange, N.J.

Gentlemen:-

We are appraising the above securities in Transfer Tax Proceedings for the Comptroller of the State of New York.

Will you kindly let us know the fair market value of the above securities on January 11th, 1910?

Will you also state what were the prices of any sales or bids made about that date?

Those securities are in the Estate of Hamilton McK. Twombly.

We would be pleased to receive for the files of our Library any printed documents that you may have concerning the above company.

Thanking you for the courtesy of an early reply, I am,

Respectfully yours,

Marvyn Scudder

MS/H.

Certainly the stock has been a valuable asset. Some day it will be worth a lot to the company. Value need is only $10 to $20 per share.

Wrote 6/14/11 E S & Co.

MEMORANDUM

E. D. MURPHY,
DEALER IN
INACTIVE SECURITIES,
51 WALL STREET, NEW YORK.
TELEPHONE, 7360 HANOVER.

1990

Dear Sir:

I offer subject to previous sale:-

JUN 5- 1911

$10,000. Edison Storage Battery Co. 6s 1916

Bid wanted.

Will sell any part.

Very truly yours,

E. D. MURPHY.

Dear Mr. = Here is a good chance to get a good bond if your friends want any probably $85. will take them

file

ESBG- stock

2045
TELEPHONE 2046 HECTOR
2047

A. H. DE WITT
BONDS AND INVESTMENT SECURITIES
20 BROAD STREET

Ans 6/20/11

NEW YORK, June 14th. 1911.

The Edison Storage Battery Co.
Orange, N. J.

Dear Sirs;

I have had an inquiry for some stock of your Company and would be pleased to know if you have any to offer and the price.

Will you also kindly send me a prospectus or a copy of the last statement issued.

Yours very truly

A H DeWitt.

Say
The Company have some shares in the treasury but will not sell for lower than par

TAE

E S B. Co

TELEPHONE 2540
2540 HECTOR
2541

A. H. DE WITT
BONDS AND INVESTMENT SECURITIES
20 BROAD STREET

Ans 6/27/11

The Co has only recently organized mfg & has paid no dividends as yet probably will not do so for some time as profits will be used for Extensions

NEW YORK, June 26th. 1911.

The Engineer
The clerk

The Co is a close corporation & principally owned by Mr Edison

The Edison Storage Battery Company,
Orange, N. J.

Dear Sir;

Referring to your letter of June 21st. by Mr. H. F. Miller. I have a customer who is inclined to buy some of the stock of your Company but before doing so wishes some information in regard to the business. Can you send me a prospectus of the Company and a copy of the last financial statement. I would also like to know what dividends the Company has paid in the past and what the present rate is.

Am sorry to trouble you for this information but have been unable to find it in the financial reports.

Kindly let me know how many shares you can offer at par and what commissions I may expect if I dispose of the same.

Yours very truly

A H DeWitt.

Batt-Wagon

Ans 7/11/11

A. I. CLYMER
VAN WERT, OHIO

EDISON STORAGE BATTERY COMPANY
SALES DEPARTMENT
JUL 10
RECEIVED

July 7, 1911

Edison Storage Battery Company,

Orange, N. J.

Mr. H. F. Miller, Secty.-Treas.,

Dear sir : I note in a recent number of the "Chronicle" that that the site for two new factories has been selected, for the manufacture of "storage battery cars for railroad service, and storage battery automobiles."

Will you be kind enough to advise me if I am right in understanding that these two factories will be built and operated by and as a part of the Edison Storage Battery Co. ?

I understand that there is already a factory where the Edison-Beach storage-battery <u>street</u>-<u>cars</u> are built: what is the nature of the cars to be built "for <u>railroad</u> service,"--will they be larger and heavier than the Edison-Beach cars and for use singly and in trains for more extended use, replacing steam railroad trains ?

How soon do you expect to be able to supply the new Edison storage battery automobiles ? Awaiting your kind reply with as full information as possible, I am

P.O.Box 351

Yours very truly,

A. I. Clymer

Say the factory is owned by the Lansden Co — A part of which is owned by Beach who makes his cars — E S Bat Co will only make batteries

I am experimenting on light delivery wagon 750 dolls as make other dealers after looking at it as I do this to extend use of battery

E

What I wish is the wholesale price, to you, of the rectifier with the mercury appliance as stated.

ESBCo

Ans 9/16

A. I. CLYMER
VAN WERT, OHIO

Sept. 11, 1911

Edison Storage Battery Co.,

Orange, N. Y.

Mr. H. E. Miller, Secty-Treas.,

Dear sir : I recently wrote Mr. Bee, Manager of Sales, regarding battery, appliances, getting General Electric Co.'s wholesale quotation on rectifier (voltage 110, cycles 60, phase of alt. current, single), as per a letter which Mr. Edison requested Mr. Bee to write me last Febry. I have not heard from Mr. Bee since, altho he may not have had sufficient time to get G. E. Co.'s reply and advise me.

Will you very kindly request Mr. Bee to advise the Gen'l Electric Co. that in addition to the above information (voltage, etc.,) the rectifier is desired at a place where the current in temporarily turned off in the course of the night, when shifting from one engine to another, this resulting in discontinuing the action of the rectifier and it does not resume its work. I understand the G. E. has a mercury attachment for rectifier covering just this condition--by its use, the rectifier resumes its work when the current is resumed at the light and power plant, and the rectifier automatically discontinues when the batteries are fully charged. I am sure you will understand the situation perfectly, and hoping to hear from you by early mail, I remain

Yours very truly,

A. I. Clymer

[ATTACHMENT]

M.G. Bee

Please let me know what to say to Mr Clymer.

H. F. M.

Hold up rent

460.000 50% + 3rd

710 B Schumacher

[ATTACHMENT]

Sept. 14, 1911.

Mr. Harry Miller,

Dear Sir:-

Referring to attached letter from Mr. Clymer, we are advising Mr. Clymer today in detail, in reference to the Edison battery he proposes to purchase, together with Mercury Arc Rectifier, and have noted the contents of his letter to you, Sept. 11th.

E. J. Ross Jr.

EJR/AL

Bottom
E.S. & CO.

Dec. 8th, 1911

MR. H. T. LEEMING:-

Is there any way in which we can expedite the passage of Storage Battery orders for work done by the Laboratory?

George Meister complains that the Laboratory pay roll is frequently held up because he is unable to properly distribute charges on work done for us, for the reason that our formal orders do not reach him in time to give him the necessary information. The situation is this:

Frequently we have work done in a hurry, and on Mr. Bachman's verbal instructions to the Laboratory, which instructions are later confirmed by formal order. You will readily see if, for instance, such work be begun on Saturday on a verbal order given on Friday and formal order does not reach the Laboratory before Tuesday, Meister would be at sea, at least so far as the Storage Battery distribution of the charge is concerned, since the Laboratory pay roll closes on that date.

I am sending copy of this memorandum to Mr. Bachman, and will do everything possible to accelerate storekeeper's requisition at this end, and hope you will find it possible to do something at your end to improve the condition.

T. J. LEONARD

TJL/AL

Copies to Messrs. Bachman & Meister.

Noted
9/11

Dec 27/11

Thos A Edison Co

Dear Mr Edison

Early in the year you wrote me that the accounts of the Edison Storage Battery Co were then being audited, and as soon as completed you would send me the results. Up to this date I am without any information, and hope you will be good enough to advise me how the Co. has prospered this year and what are the prospects for the future. I had expected from your letter that by this time we might have looked for a Dividend on the Stock? I am actually in the dark as to the condition of the Company and we like very much to be enlightened. I hold as you know $100000. of the Bonds and 625 Shares of Stock therefore much interested.

Sincerely yours

H W Sloane

[ATTACHMENT]

Battery · ESOCo

Harry

Write Sloane & say that we are slowly building up our business against the opposition & that the land lettering does not affect our year ends. Feby 28 was well to get in a position to give him a date by March 1

How about replying to Sloanes

Let him know that everything goes to show that the Co is going to be very profitable concern

When does our year end

Feby 28 - 1912

Answered Jan. 4-1912 GPM

Battery Co.

NEWMAN, NORTHRUP, LEVINSON & BECKER

ATTORNEYS & COUNSELORS

JACOB NEWMAN
SALMON O. LEVINSON
BENJAMIN V. BECKER
CHESTER E. CLEVELAND
HARRY GOODMAN
ARTHUR B. SCHAFFNER

CHAMBER OF COMMERCE BUILDING

CABLE ADDRESS "NEWLEBEC"

Ans 1/8/12

CHICAGO, Dec. 29, 1911

Thomas A. Edison, Pres.
Edison Storage Battery Co.
West Orange, N.J.

Dear Sir:-

Although I have been the owner and holder of Certificate #75 for ten shares of the Edison Storage Battery Co. since the organization of the Company, my certificate being dated Feby. 6th, 1905, I have never received a statement of the Company or a notice of stockholders' meetings.

Will you please cause a statement of the Company to be furnished me, and give me such further information as I am entitled to as a stockholder.

Very truly yours,

Benjamin Becker

BVB-MD

Harry Weinstein called

Any notices were mailed to all stockholders.
Mr Edison
Notices were mailed to all stockholders
HFM

our next report will be ready about 3 weeks after Feby 28 1912 from which date we will get back on a commercial basis

B.S.
E S B Co.

THE PENNSYLVANIA STATE COLLEGE
DEPARTMENT OF MECHANICAL ENGINEERING

STATE COLLEGE, PA.

January 11, 1912.

Mr. Thomas A. Edison,
Orange, N. J.

JAN 12 1912
Ans 1/16

Dear Sir:-

I am advised that the Electric Omnibus Corporation of New York City has sole rights for the use of the Edison Storage Battery for all traffic by omnibus. Will you please advise me if this is correct?

Mr. C. J. Field of that corporation owes the writer several hundred dollars. Before taking the next step to force a settlement, I would like to hear from you.

Yours very truly,

Arthur J. Wood.

Asso. Professor Railway Mechanical Eng.

AJW/N

Mr C J Field, has no rights or contracts with myself or the E S Bat Co —

Edison

ESBC

A. I. CLYMER
VAN WERT, OHIO

January 17, 1912

When we can yet early out when get this, I will write what to say on letter —
AMO 1/23

Edison Storage Battery Company,
Orange, N. J.

Mr. H. F. Miller, Secretary-Treasurer,

Dear sir :

I believe it has been upwards of nine months since I have written you inquiring as to the business of the company, and I am pleased to observe that information from various sources indicates a worldwide interest in the battery and a greatly enlarged extent of use.

I should be glad to learn what the company's present capacity is, and what unfilled orders you now have ? I presume the $500,000 of treasury stock remains intact ?

In your letter of Dec. 1, 1910, you stated that you were having an up-to-date system of book-keeping installed by a New York firm of accountants and that when that were finished you would be able to furnish a comprehensive statement of the condition of the company: I do not remember what your fiscal year is, but would be very glad if you would send me a copy of your statements issued since the book-keeping system referred to was put into effect. If Mr. Edison would prefer that it be kept quite confidential, it might be sent registered and I would return it promptly if desired.

I should also be greatly interested to know, in absolute confidence if wished, why the company has made a contract with the Anderson Electric Car Co. excluding all other electric car

A. I. CLYMER
VAN WERT, OHIO

manufacturers from equipping with Edison batteries during the year 1912--feeling very sure, it is not necessary to say, that it was for some reason deemed to the best interests of our company.

I have recently read that Mr. Edison has about perfected his new electric motor: may I ask whether it is to be manufactured by the Edison Storage Battery Co. ? And if so, will you be kind enough to inform me what its uses will be, and wherein it is an improvement over the motors in present use ?

Hoping to hear from you quite fully and awaiting your reply with the greatest interest, I beg to remain, with my kindest regards to Mr. Edison,

Yours very truly,

A. I. Clymer

P. O. Box 351

[ATTACHMENT]

Mr Carson

Fiscal year ends July 28th 1912 Report should be out between Apl 15th & 30th

H M

The 500 000 is still in treasury ~~the unexpended~~ fiscal year Ends July 28, probably be out April 15 to 30, we are getting on our feet but we are having awful Competition ~~[illegible]~~ but are gradually building up the business. We upset the Contract with Anderson Gear as all the others had secret contracts with the lead people and simply used the E Battery to knock it – it is only for 1912, it is only for pleasure vehicles that Anderson has it exclusive. The other profs thought the Ironclad used to be a success they know now that it is a failure & 3 of them use them no more

The E Mfg Co are going to mfr motors ~~that~~ that are especially adapted to the battery for use in small Electric trucks, no other maker seems to be able to produce a proper motor

[ATTACHMENT]

We are creating new uses for the Gattling. Have a hand drawn mower which works fine & are interviewing the mower people, also complete system for lighting isolated Country Houses.
Lighting Sparking autos
Meanwhile other new things

Edison

ESDCo.

CABLE ADDRESS "FAHALL" NEW YORK
TELEPHONE 5281 CORTLANDT

LIEBERS, A B C 5TH EDITION
AND WESTERN UNION CODES

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.
CONTRACTS CONTINGENT UPON STRIKES OR
OTHER CAUSES BEYOND MY CONTROL, AND
SUBJECT TO APPROVAL OF HOME OFFICE OF WORKS.

FREDERICK A. HALL
M. AM. SOC. M. E.
ENGINEERING AND SALES OFFICES
6-7-9 BEEKMAN STREET
NEW YORK

FEB 14 1912
Ans 2/15

Feb. 13, 1912

Mr. Thomas A. Edison
West Orange, N.J.

Say I am here at Lab nearly every day & can be telephoned
FAH

Dear Mr. Edison —

Knowing somewhat of how nearly you approach the ideal in this direction I assume that you wish to obtain all possible economies in your works through greater efficiency and contentment of labor.

I should like to bring a fellow member of the American Society, who is rather well known in this connection, to have a brief talk with you on the subject, or better yet, to meet you when in New York.

Yours Truly

F. A. Hall.

[ATTACHMENT]

CABLE ADDRESS "FAHALL" NEW YORK
TELEPHONE 5251 CORTLANDT

LIEBERS, A B C 5TH EDITION
AND WESTERN UNION CODES

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.
CONTRACTS CONTINGENT UPON STRIKES OR
OTHER CAUSES BEYOND MY CONTROL, AND
SUBJECT TO APPROVAL OF HOME OFFICE OF WORKS.

FREDERICK A. HALL
M. AM. SOC. M. E.
ENGINEERING AND SALES OFFICES
5-7-9 BEEKMAN STREET
NEW YORK

Feb. 28, 1912.

Ans 3/2

Thomas A. Edison,
Edison Laboratory,
Orange, N. J.

Dear Sir:-

The factory you ~~[illegible]~~ 29 in a pioneering stage & there are lots of places where money could be saved

Mr. Laine and myself found our visit to the Storage Battery Plant very interesting indeed yesterday. Mr. Gilbreth is the man who ought have been there, but we saw a few little things which no doubt you would have adjusted if you had had nothing else to do. This is not criticism as we both thought you were doing a wonderful piece of "Hardware manufacturing" in turning out the product, which is of course a wonder in itself in its accurate adjustment to physical and chemical conditions.

but there are so many things that must be done that we can find no time to go into the refinements of saving — the process as yet

We venture to suggest the following in order to get at the real "WHAT YOU WANT TO DO;"

1. Take up lost motion.
2. Take up slack between operations.
3. Cut out unnecessary red tape if any.

Elements

"WHAT YOU DONT WANT TO HAVE DONE;"

a. Dont change any processes.
b. Dont change any machines.
c. Dont design any new machines.
d. Dont interrupt manufacture.

It is easy enough to make rules but hard to get good men to carry them out. Under the above rules Mr. Gilbreth could not do much harm even if he did not do much good. We saw a number of places where he could make savings without interfering with your necessarily complex and complicated processes. We would like you and he to get together to determine what savings are possible along these lines. Mr. Laine believes that in the aggregate, he would save a satisfactory number of thousands of dollars

[ATTACHMENT]

per annum. Should you decide to go ahead, Mr. Gilbreth could in your absence if you wish report to Mr. Bachman, (whom we have not seen).

I suggest that you can settle the matter very quickly before you go away. Have Mr. Gilbreth called up on the telephone either in New York or Plainfield, day or night, and he will come over at once if possible.

Telephone numbers and addresses are given on the enclosed slip. We are at your service.

With kind regards, I remain

Yours truly,

T. A. Hall.

[ATTACHMENT]

CABLE ADDRESS "FAHALL" NEW YORK

TELEPHONE 8251 CORTLANDT

LIEBERS, A B C 5TH EDITION AND WESTERN UNION CODES

PRICES SUBJECT TO CHANGE WITHOUT NOTICE. CONTRACTS CONTINGENT UPON STRIKES OR OTHER CAUSES BEYOND MY CONTROL, AND SUBJECT TO APPROVAL OF HOME OFFICE OF AGENTS.

FREDERICK A. HALL
M. AM. SOC. M. E.
ENGINEERING AND SALES OFFICES
5-7-9 BEEKMAN STREET
NEW YORK

Frank B. gilbreth,

Office-60 Broadway, New York,-Telephone-Rector 1320.

Residence-711 Ravine Road, Netherwood, Plainfield, New Jersey, Telephone 714 Party L.

William B. Laine- 60 Broadway, N. Y.-Telephone-Rector 1320.

Residence-400-W. 115th St., New York City,-Telephone-Morningside-252.

Frederick A. Hall,

Office- 5 Beekman St., New York-Telephone 8251 Cortlandt.

Residence-128 Ascension St., Passaic, New Jersey-Telephone-1397-L. Passaic

Co
Eng

Feb. 23/12

The Troy Electric Co.,
Troy, N.Y.

Gentlemen:-

We will require before long a quantity of small low-priced ammeters for use in connection with our charging rectifier for ignition batteries. The two sizes we will need at first will have a scale of 20 amperes and 10 amperes respectively. While great accuracy is not required, the instruments must be well built and stay in adjustment, and be of uniform quality.

Please advise what you can do, giving us full information, price, etc.

Yours very truly,

DMB/ES

CHIEF ENGINEER.

Sangamo Electric Company

Manufacturers of Integrating, Indicating and
Recording Electrical Instruments
Springfield, Illinois
U. S. A.

JACOB BUNN, PRESIDENT
HENRY BUNN, V. PRES.
R. C. LANPHIER, SEC.

CABLE ADDRESS
SANGAMO-SPRINGFIELD
WESTERN UNION CODE

Respond

May 14, 1912.

Laboratory of Thomas A. Edison,
Orange,
N. J.

Gentlemen:

We have your letter of the 10th by Mr. Chesler, and are very much pleased to learn that the special ampere-hour meter which we shipped you some time ago for use in your operation of making nickle flake, has proven satisfactory. We can easily take care of the trouble which you experienced with the pin carrying the contact roller, and will be able to follow very nicely, your suggestion to make the travelling arm with roller, but having two small rollers set in the hard rubber disc. This, as you say, will do away with the continuous friction on the moving arm.

The meter furnished you was of 200 amperes rated capacity, but the shunt will carry 300 amperes without injury, although it would warm up quite a little at that load. If you expect to carry loads running from 150 to 300 amperes, we would prefer to make any future meters with a slightly increased carrying capacity in the shunt, but keeping the same ratio between the shunt and the meter, so that the speed, etc., of the meter for any load would be the same as the one you have. If you will simply specify the maximum and minimum load you expect to carry, we will see that the shunt is of proper size for your requirements. We can make up twelve of the meters per the above; and furnish them within three weeks from receipt of order. We have quoted you price in previous correspondence with Mr. Bliss.

We would also refer to the writer's conversation with Mr. Holland and Mr. Bee when at the Storage Battery factory the latter part of March. Mr. Bliss was not there that day, but Mr. Holland mentioned that it would be a pretty good plan if we could make the meter count the number of total layers of copper or nickel deposited. We could readily arrange to do this by letting one of the two

contacts on the hard rubber disc be connected to a suitable counting mechanism, so that closing of circuit to this point by the moving arm, would not only operate through the relay to stop that particular plating operation, but would also count one layer deposited.

We have recently developed, in connection with our regular ampere-hour meter for electric vehicle service, a distant operated dial mechanism which would be applied very nicely for this purpose, and if you would care to have the meters fitted with this feature, the dial mechanism could be placed at any desired point near to, or remote from the meter itself, and would give you a record of the total number of layers deposited in any operation. Furthermore, the dial could be arranged with a suitable contact so that after the requisite total number of layers had been deposited, a bell would be rung or a main circuit breaker operated, so that a signal would be made of the entire plating operation having been completed. If you should decide to have the meters furnished with the distant dial mechanism, we would make a charge of $6.00 net extra each.

Hoping very much to be favored with your order, and thanking you, we are

Yours very truly,

SANGAMO ELECTRIC COMPANY

R. C. Lauffler,

Sec'y.

RCL/MF

May 21st, 1912

The Sangamo Electric Co.,
Springfield, Ill.

Attention of
Mr. R.C. Lanphier

Gentlemen:-

We have your letter of May 14th regarding the Sangamo meter for nickel flake department. Everything seems satisfactory.

Regarding the dial mechanism which you have recently developed, I would like to know more about it. Have you any photographs or drawings of same? If so, send them along.

Do you make full charge contact on your regular ampere hour meter for electric vehicles, i.e., when the moving arm comes back to zero after being fully charged, can you arrange a contact to operate through a relay which will trip a switch and open the charging circuit?

Thanking you in advance, I remain

Yours very truly,

EDISON LABORATORY

JCC/ES

Per

B.S.

A. I. CLYMER
VAN WERT, OHIO

June 24, 1912

Edison Storage Battery Company,

Orange, New Jersey.

Mr. H. F. Miller, Secretary-Treasurer,

My dear sir:

Referring to your favor of January 23d: you advised me at that time that a comprehensive statement would be issued in April, but as I have not yet received a copy of same, I think your mailing clerk may have omitted to send me one or that it was lost in the mails. Will you kindly forward another copy to my address ?

I should be much interested to know how the Anderson contract has affected the Edison's business, whether our output has been increased this year and how the unfilled orders now stand, as compared with your last advice ? I trust that the factory is running on full time and that prospects are continually improving. May I ask what uses the Edison battery seem best adapted to, and whether the difficulties presenting themselves in connection with electric carriages have been overcome ?

Will you kindly inform me, Mr. Miller, what progress has been made in connection with the Edison-Beach cars ? Perhaps three months ago, I read in a Chicago paper that Mr. Edison had been there to contract (I think) with the Illinois Central, C. & N. W. or some other line out of Chicago, for suburban or interurban cars operated with Edison batteries: will you please

Say we are swamped with orders, we have now about $748,000 worth of orders on book

Anderson was only given sub-contract for Commercial Vehicle part work, & it worked out great, then ended, we knew of it only after final date

Beach is doing a large business, which is growing rapidly

A. I. CLYMER
VAN WERT, OHIO

Harvey - Draw up letter

Edison Storage Battery Co. #2

Reach is making & selling 10 cars per month, I think he has orders for 40 cars on hand

advise me how many cars you have contracted to equip, and when they are to be put into service ?

I shall be much interested to have some extended information relative to the present business and progress of the company and the developments planned for the near future--in addition to the statement which which you advised would be issued in April.

Awaiting your very courteous reply, I remain

Yours very truly,

A. I. Clymer

We only barely returned the Corner in March 1912 in which month we made $18 000, net, above bond interest

ESBCO

NEWMAN, NORTHRUP, LEVINSON & BECKER

ATTORNEYS & COUNSELORS

JACOB NEWMAN
SALMON B. LEVINSON
BENJAMIN V. BECKER
CHESTER E. CLEVELAND
HARRY GOODMAN
ARTHUR L. SCHWARTZ

CHAMBER OF COMMERCE BUILDING

CABLE ADDRESS "NEWLEBEC"

CHICAGO, July 25, 1912

Ans 8/1/12

H.F.Miller, Esq.,
Secretary-Treasurer,
Edison Storage Battery Co.,
Orange, N.J.

Dear Sir:-

Under date of January 8, 1912, you wrote me as follows:

"Our next annual report will be ready sometime in March of this year, when we will take pleasure in sending you a copy, from which you will undoubtedly obtain the information you desire."

Thus far I have received no such report. As a matter of fact, although my certificate of stock is dated February 1, 1905, I have never received a notice of any meeting of stockholders, nor a report of any kind from your company. Will you please therefore forward me copy of such financial reports as have been sent to the other stockholders, and also financial statement of the company's affairs ?

Yours truly,

Harry
get same report as I sent that man in Ohio — let me see it & I will date & reply

We have 750 000 worth of stock outstanding

Read it & say we ~~[illegible]~~ learned the Corner in March, we are making net about 18 thousand a month & this would increase considerably

Sangamo Electric Company

Manufacturers of Integrating, Indicating and Recording Electrical Instruments

Springfield, Illinois

U. S. A.

JACOB BUNN, PRESIDENT
HENRY BUNN, V. PRES'T.
R. C. LANPHIER, SECY.

CABLE ADDRESS
SANGAMO-SPRINGFIELD
ALL CODES, UNION CODE

RECEIVED
JUL 31 1912
BATTERY CO.,
ORANGE, N. J.
ANSWERED

July 29, 1912.

Purchasing Dept.

Edison Storage Battery Co.,
Orange,
N. J.

Gentlemen:

We received Saturday, your order #30607, covering eleven, ampere-hour meters for control of nickel depositing, same as previous one furnished, and thank you very much for same.

We note your reference to our letter of May 14th, 1912, in regard to the features wanted. We have referred to this letter; also to yours of May 10th by Mr. Chesler, and are not certain whether or not you want a distant dial mechanism for recording the total number of layers deposited, as suggested on the second page of our letter of May 14th. If you want this you will also, of course, want the arrangement of letting one of the contacts each revolution operate the distant dial mechanism; also if you want the dial mechanism, please advise whether you wish to have it ring a bell after the proper number of layers have been deposited.

Outside of the question as to the dial mechanism, we will make the change in the arrangement of the moving hand, and will put the two little platinum rollers in the hard rubber dial as referred to in the above letters.

We will also make the meters of 300 amperes rated capacity, but shunted so as to give the same speed ratio as in the original meter.

Finally, we understand that you wish the meter to close circuit alternately, every 5000 and every 18750 ampere seconds, same as the one furnished in February.

#2--Edison Storage Battery Co.

As soon as we hear from you on the above points, we will go ahead and can put the meters through in about three weeks, as promised.

Again thanking you, we are

Yours very truly,

SANGAMO ELECTRIC COMPANY

R. C. Laufhier,
Sec'y.

RCL/MF

August 2nd 1912.

Sangamo Elec. Co.,
Springfield, Ill.

Gentlemen:- Attention of Mr. R. C. Lamphier

Re: our order #30607 and your letter of July 29th wish to say that we want a distant dial mechanism for recording the total number of layers deposited, also the ringing of a bell when the proper number of layers have been deposited.

The 300 ampere capacity meter with contacts to close the circuit alternately every 5000 and every 18750 ampere seconds is perfectly satisfactory.

Please be careful to have the roller contacts and roller axles all platinum, as there is where trouble is likely to start.

Thanking you for your prompt attention, we are,

Very truly yours,

EDISON STORAGE BATTERY CO.

BJD..REF

Sangamo Electric Company

JACOB BUNN, PRESIDENT
HENRY BUNN, V. PRES.
R. C. LANPHIER, SECY.

Manufacturers of Integrating, Indicating and
Recording Electrical Instruments
Springfield, Illinois
U. S. A.

CABLE ADDRESS
SANGAMO-SPRINGFIELD
WESTERN UNION CODE

RECEIVED
AUG 14 1912
BATTERY CO.
ORANGE

August 12, 1912.

Dat. August 10th.

ANSWERED

Mr. J. Chesler.

Edison Storage Battery Company,
Orange,
N. J.

Gentlemen:

We have yours of the 6th, and note that you usually deposit 125 total layers of nickel in your plating process. This is what we had understood, and we will, therefore, make the distant dial mechanisms with a fixed contact at 125 layers, instead of the movable contact, unless you advise by return mail that movable contact is desired. We think this will make a very satisfactory arrangement, and somewhat simpler than if we had to use a movable contact.

We will now go right ahead with the work on the meters.

Yours very truly,

SANGAMO ELECTRIC COMPANY

R. C. Lanphier
Sec'y.

RCL/MF

SIGNED IN ABSENCE OF DICTATOR

ADDRESS ALL COMMUNICATIONS TO THE COMPANY

E.S.W.

Harvey Oct 10/15

Say that we will have the report of the stockholders meeting next Nov 4th

W. & J. SLOANE
FIFTH AVENUE & 18TH STREET
NEW YORK

I may be wrong that we are making a profit of about $25000. per month

Oct 10/12

Dear Mr Edison

I have been patiently waiting for past year and more to obtain the promised information as to the condition of the Edison Storage Battery Co. in which as you doubtless know I have an interest to the extent of 100000. Bonds and 600 Shares of the Stock. Your office has repeatedly advised me, in reply to my Enquiries, that everything was going on Satisfactorily, and I expected receive the information asked for "very soon" – but it has never come. I think I am

entitled to know the condition of the Company's business - and what the prospects are for a dividend on the stock - You assured her Trombly and myself that some day we would find that stock as valuable as the Lackawanna Railroad - is that day near at hand? I dislike to bother you, but I must know something definite about any Company in which I have an interest - So please let me hear from you.

Yours truly

W. Dilworth

If you know of anyone who would like to buy my bond at par & interest kindly let me know

Sangamo Electric Company

Manufacturers of Integrating, Indicating and
Recording Electrical Instruments
Springfield, Illinois
U. S. A.

JACOB BUNN, PRESIDENT
HENRY BUNN, V. PREST.
R. C. LANPHIER, SECY

CABLE ADDRESS
SANGAMO-SPRINGFIELD
WESTERN UNION CODE

Oct. 21, 1912.

Mr. J. T. Chesler,

Laboratory of Thomas A. Edison,
Orange,
N. J.

Gentlemen:

Your letter of the 14th was received during the writer's absence last week, and was held for his return.

We are now working on your meters and hope to have them completed next week without fail. In the meantime, we note that you wish the distant dial mechanism to record total layers; that is, both nickel and copper, making a total of 250. As a matter of fact, we had already gone ahead with the design of a dial mechanism made in this way, as the operation of the two contacts in the meter for the alternate layers of copper and nickel will operate through a 3-wire circuit to the dial mechanism and the hand will move first on the deposit of a layer of nickel, then of copper, and so on.

We will, therefore, show on the dial mechanism, 250 total layers, or 125 double layers of copper and nickel.

The dial mechanism as previously described to you, has no permanent recording device; that is, does not punch or print any paper, but simply indicates by a large hand, the total number of layers put on, and will have a contact at the 250 total layer point to indicate the completion of the operation. We are not prepared at this time to supply any form of recording device which would have to print or punch a paper.

Trusting this will put the matter entirely satisfactory, we are

Yours very truly,

SANGAMO ELECTRIC COMPANY

R. C. Lanphier,
Sec'y

RCL/MF

Oct. 26th, 1912

The Sangamo Electric Co.,
Springfield, Ill.

Attention of
Mr. R. C. Lanphier

Gentlemen:-

We have your letter of the 21st instant and note that you will ship our meters for nickelplating work next week. Also note that the dial mechanism is not just what we want, but since you have not made same up, you had better consider our order cancelled on this. If there is any charge for the design or layout of this device, I suppose you will have to charge that up on the bill.

Anxiously awaiting shipment of the meters, and thanking you for past favors, we are

Very truly yours,

JO/ES

EDISON STORAGE BATTERY CO.

Per

WM N. JANVIER
PRESIDENT

OWNERS OF D.F. ALLEN CO.
U.S. AGENTS FOR
BEECHAMS PILLS
SHEFFIELD'S DENTIFRICE

HERBERT FISK
TREASURER

WM McKINNEY
SECRETARY

TELEPHONE 1028 SPRING
CABLE ADDRESS
"PEARS" NEW YORK

WALTER JANVIER

U.S. AGENT FOR
PEARS' SOAP
STONE'S LINE JUICE
FIXIT

417 & 421 CANAL STREET
NEW YORK

CHICAGO
309 & 311 WABASH AVE.
BOSTON
186 PURCHASE ST.

Boston, Mass.

Mr. Thomas A. Edison,
West Orange, N. J.

Dear Sir:-

A letter has just been forwarded to me from my brother's former office in New York stating that the annual meeting of the stockholders of the Edison Storage Battery Co. will be held at the office of the company West Orange, Monday November 4th at 12 noon. Your Secretary requests that I fill out and forward proxy to you if I am unable to be present.

My brother, W. R. Janvier, formerly doing business at 365 Canal St., New York, died on January 29th, 1911, and I was made executor of his estate. I found among his securities one bond of $1000 of the Edison Storage Battery Company and five shares of stock, and I as executor of his estate, am filling out the proxy and will ask you to kindly act for the estate.

My attorneys, Messrs Cudin & Oakley of 45 Broadway, advise me that I should sell the bond and five shares of stock in the Edison Storage Battery Co., and they, acting for me in making return to the Comptroller of New York, valued the bond at its face value of $1000, and the five shares of stock at $2 per share. I am anxious as the executor of my brother's estate, to sell this bond and five shares of stock, and my attorneys advise that I should get the face value of the bond with accrued interest, and $2 per share for the stock. The question is, will you take up the bond and five shares of stock at the above named price. Two brokers here in Boston have tried to

[ON BACK OF PRECEDING PAGE]

Day

Dont sell your bonds & shares
See Mr. Clammt he will tell
you about the Co which
is now very prosperous.

E

WM N. JANVIER
PRESIDENT

OWNERS OF R.F. ALLEN & CO.
U.S. AGENTS FOR
BEECHAM'S PILLS
SHEFFIELD'S DENTIFRICE

HERBERT FISK
TREASURER

WM H. C. KINNEY
SECRETARY

TELEPHONE 1028 SPRING
CABLE ADDRESS
"PEARS" NEW YORK

CHICAGO
309 & 311 WEST RANDOLPH ST.
BOSTON
186 PURCHASE ST.

WALTER JANVIER
U.S. AGENT FOR
PEARS' SOAP
STONE'S LIME JUICE
FIXIT
417 & 421 CANAL STREET
NEW YORK

#2...T.A.E.

dispose of the bond and stock for me, but they have not as yet found a purchaser. An early reply will be fully appreciated by

Yours respectfully,

Estate of Walter Janvier,
W. R. Janvier Exr.

WNJ/R.

P. S. The five shares of stock above mentioned are made out in the name of W. R. Janvier. In explanation of this will say that as a youth he assumed the letter R as middle initial, he having been christened by his parents as Walter Janvier. For a number of years he signed all legal documents W. R. Janvier, but for several years the latter part of his life he signed all checks and legal documents Walter Janvier. I give you this explanation so that you will know that W. R. Janvier and Walter Janvier were one and the same person.

Mr E.-

The first of the 75-1/4" Loading machines is in work on Bearing 2.

Watts Jones.

They are well pleased with it. Engineer in loading room says it is the best machine they have —

Three more machines will be sent on Monday, & the tamping up & fitting with tamp racks over there. If the tamp racks come in as promised that 4 machines will go into service about Wednesday.

The ratchets & tamp racks are the only things holding us up & we are working the manufacturers on them. Wm H

12-13/12

A. I. CLYMER
VAN WERT, OHIO

December 19, 1912

Edison Storage Battery Company,
Orange, N. J.

OVER

Mr. Wm. H. Meadowcroft, Secty.,

Dear sir :

Referring to the special meeting of stockholders of the Edison Storage Battery Company, held at the Company's office in West Orange on 10th instant, may I ask you to very kindly inform me what action was taken upon the several subjects under consideration ?

I should be glad, also, to know what amount of unfilled orders you have on hand and what recent monthly profits have been made ? (Mr. Miller has given me this detailed information in the past, in which I am always greatly interested.)

Are you in position to advise me, confidentially, what arrangements have been made for furnishing any electric carriage manufacturer or manufacturers with the battery during the coming season ?

I will also ask what are the principal uses for which the battery is at present made ?

If new buildings are to be constructed, what will be the percentage of increased capacity ?

Awaiting your reply with much interest, I am

Very truly yours,

A. I. Clymer

P.O. Box 351

[ON BACK OF PRECEDING PAGE]

Harry

Earning are running about 25 000 monthly = ~~[illegible]~~ send him copy of what stockholders authorized ~~[illegible]~~. We have an order from the Ford Auto Co for about 4 million dollars worth of battery per year for their new self starter. They build next year 150 000 autos & am advancing the money for buildings + machinery Ford pays Cash ~~[illegible]~~ The Co is allowed to make 10% net from these profits. They pay for the machinery + buildings. The principal use for battery is trucks, train lighting + storage. Battery Cars — Gilpert now is 400 A4 per day & we have machinery for 1000 daily. The Ford order is for 1500 per day. ~~[illegible]~~ additional — orders on book are ~~[illegible]~~ — Underwriters Exclusive is off + every one can buy —

fill in

This information is strictly Confidential

Copied

A. I. CLYMER
VAN WERT, OHIO

December 30, 1912

Edison Storage Battery Company,

Orange, N. J.

Mr. H. F. Miller, Treasurer,

My dear sir : I wrote the company on 19th inst., requesting certain information, and have received no response.

Noticing in the circular letter of 4th inst., calling a special meeting of the stockholders, that same was signed "Wm. H. Meadowcroft, Secretary," in your familiar hand, if I mistake not, I thought that perhaps my letter should properly be addrest to the Secretary for reply; however, receiving no answer up to the present time, I feel like writing to you direct, as Mr. Meadowcroft, having only recently taken up the duties of Secretary, may not know to what extent you have so kindly informed me of the details of the business, in which I am greatly interested. May I ask you to kindly let me hear from you, Mr. Miller, with reference to the matters toucht upon in my letter ? It will give me the satisfaction that your letters have always renderd and I shall await your favor with much interest. Wishing the company and all connected with it all possible prosperity in the New Year, I beg to remain Very truly yours,

A. I. Clymer

File

August 7th, 1913.

Quigley Furnace & Foundry Co.,
Attention Mr.W.G.Quigley, V.P.,
Springfield, Mass.

RAB-9-876

Dear Mr. Quigley:

I am enclosing herewith memorandum just received from Mr. Edison. Will you kindly note and return to me.

From the tone of your letter of August 4th it appears that you are sparring for time. According to Mr. Edison's memorandum your man agreed to proceed with the work if we would furnish canvas to cover the work. There is no reason in the world why this cannot be done. Mr. Edison does not wish to relieve you of the responsibility in connection with the building of the furnaces, but will do all we can to assist you in seeing that fire clay or bricks will not be ruined by rain; will furnish all tarpaulins necessary to cover them and will also assist you in covering them should a storm come up and to furnish any labor necessary to do this.

It was through my honest efforts that you secured this job in the first place, as it was Mr. Edison's wish that I should go ahead and employ enough help to erect these furnaces ourselves. Is it your intention now to go back on your faithful promise to me to see that these furnaces would be in operation at a certain date? This is more serious than probably you realize, and hope that you will make every effort to rush this work through.

Mr. Edison makes mention of holding up check for part shipment, but I will see that this will go forward to you and hope that you will make every effort at your end of the line to assist me as well as I am trying to assist you here. Please bear in mind that I have a great deal to contend with here and I had figured that I washed my hands entirely of the furnace responsibility when I turned it over to you, knowing that you were fully capable of taking care of the situation, and feel after receiving this letter you will get your men to work and get started on the job.

Yours very respectfully,

EDISON STORAGE BATTERY COMPANY,

V. P. & Gen. Manager.

SPRINGFIELD, MASS. NEW YORK N.Y. CHICAGO, ILL.

QUIGLEY FURNACE AND FOUNDRY CO.

SPRINGFIELD, MASS.

FURNACES FOR ALL INDUSTRIAL REQUIREMENTS

COMPLETE FURNACE EQUIPMENT.

FOUNDERS & MACHINISTS

CABLE ADDRESS "QUIGFUR"
LIEBER'S A.B.C.
AND WESTERN UNION
CODES USED

PHONE 205

SPRINGFIELD, MASS. Aug. 8, 1913.

Mr. R. A. Backman, Vice-Pres. & Gen. Mgr.,
Edison Storage Battery Co.,
Orange, N .J.

My dear Mr. Bachman:

Your letter of the 7th inst. with note from Mr. Edison received, and we are afraid that you do not exactly understand the conditions or you would not accuse us of not doing everything we can to facilitate the completion of the furnaces. In fact, we have turned lots of corners in order to anticipate the completion of the work.

We received your order on June 11th. We were held up fourteen days or until June 25th awaiting information from you. The delivery specified was six to twelve weeks, making Sept. 17th the date of completion. Adding the fourteen days lost it would bring the completion of the furnace to Oct. 1st if we took full advantage of the time, but unless something unforeseen occurs we should have the furnaces completed by Sept. 17th, as you know we have shipped practically all of the material necessary to keep the men busy. We had our man on the job with our Foreman Mason, and owing to the condition of the building could not start the brick work, and were obliged to send him elsewhere. The builders who are erecting the building have lumber and material strewn all over our foundations, making it impossible for us to haul in the brick, and our Mr. Rockefeller advised us yesterday that it was necessary for him to knock off work until Monday. This delay, as you must know, costs us

Shaumburg has one Pennsylvania

Had them running this week

FORM 71 8-24-13

SHEET NO. 2 QUIGLEY FURNACE AND FOUNDRY CO.

TO E. S. B. Co.

money, and we would much rather have our men busy.

We do not want Mr. Edison or yourself to feel that we are not doing all that we can, and we believe that if he understood the conditions he would not have written you such a note, as we must take exception to the statement that "you have to keep a sharp watch on us and that we will take advantage of you", as all of the delays up to this time have been caused by yourselves.

We instructed our engineer to go ahead with the understanding that you would keep the materials covered and protect them from the weather.

Would also call your attention to the fact that although our contract calls for you to unload the material and place same adjacent to our foundations, which was not done, that it was necessary for us to get a team and stone boat and haul the material a considerable distance, which I believe our Mr. Rockefeller took up with your company with the understanding that this was at your expense.

Look Bar of this Bookman

I agree with you that you should not be bothered with these matters, and as far as our work is concerned, in spite of all of the delays to date, if your company will co-operate with us we will have no trouble in completing the work within the time specified in the contract.

Regarding the payment, would say that we received the check and note covering same, for which we thank you.

We beg to quote below extract from Mr. Rockefeller's report of the 7th inst., which explains matters:

"As per my phone conversation with you to-day, I will be delayed two or three days or until the roof trusses are raised. Therefore, I sent Mr. Ingram (our Foreman Bricklayer) to Springfield tonight."

FORM 71 8-24-19

SHEET No. 3 QUIGLEY FURNACE AND FOUNDRY CO.

TO E. S. B. Co.

I fully appreciate your kindness in throwing this order to us, and assure you that we have done and will do everything that we can to help you, and I wish that you would personally investigate and set us straight with Mr. Edison.

Yours very truly,

QUIGLEY FURNACE & FOUNDRY CO.

W S Quigley

Vice-President.

WSQ/JM

Durand
Hudson
Bates

Nov. 30, 1914.

Mr. Edison.

It is the established policy of this company ever since the days of Gilmore that salesmanagers such as Hudson Durand etc are not allowed to know the profits or losses of their respective departments.

It seems to me that if we have enough confidence in a man to give him the business of the department to take care of he is responsible enough to know how he is doing. I can see no valid reason for his not knowing profit or loss and can see a number of reasons why he should.

What is your opinion? C.E.

EDISON STORAGE BATTERY CO.

MEMORANDUM

September 10th, 1915.
RAB-11-430

Harry Miller
Remember this - would like to sell it E

Mr. Edison:

Mr. Warren Noble, Vice President of the Frantz Premier Co., Cleveland, Ohio, called this morning and informed me that they were building a large factory and were undecided on the glass they were going to use and did not know whether to use wired glass or plain glass. I told him that in case they decided to use plain glass we could make them a very attractive proposition, as Mr. Edison had some for sale. He told me to write and tell the approximate amount of glass we had and all the glass you have at the Laboratory that you are now taking out. Please have the party responsible for this, communicate with Mr. Noble, as he may be in the market for same.

R. A. Bachman.

EDISON STORAGE BATTERY CO.

MEMORANDUM

January 11th, 1916.
WGB-2-128

Mr. Meadowcroft and file:-

Here's the letter from Cutting which explains all about the records that Mr. Decatur was talking about, and about which I wrote.

W. G. BEE.

Enclosures -

Better any of words be right.

W. G. Bee 6 5 22

Mr Edison

Evidently, the decision rests with you as to whether you want to duplicate these records. If you don't, we could write to say that on account of risk in transportation we fear you would not want to change it. Meadowcroft

[ENCLOSURE]

THOMAS A. EDISON, PRESIDENT
W. G. BEE, VICE-PRESIDENT
ARTHUR MUDD, SECRETARY
H. F. MILLER, TREASURER

Edison Storage Battery Supply Co.

Main Office Orange, N.J., U.S.A.

TRADE MARK
Thomas A. Edison.

San Francisco, Cal., U.S.A.

E. M. CUTTING, MANAGER
WESTERN BRANCH
441 GOLDEN GATE AVENUE
PHONE MARKET 4511

January 5, 1916

IN REPLYING ADDRESS THE COMPANY AND REFER TO

SF2-12

Mr. W. G. Bee,
477 Main Street,
Orange, N. J.

My dear Mr. Bee:

I am returning herewith letter from you addressed to Mr. Meadoworoft written on Seattle Office Stationery, also letter from Mr. Meadoworoft to you under date of Dec. 6th., regarding soft wax records which are in the possession of Mr. Decatur of The Western Union Telegraph Company of San Francisco.

Have to advise that it has been very hard for me to get hold of Mr. Decatur and after several attempts I finally got him on the telephone and he told me that ordinary dictating machine records were made of The Morse Code Talk which passed back and forth between various operators at The Telegraphers' Banquet given to Mr. Edison in San Francisco.

These records have been very carefully preserved, packed up and have been stored among the valuables of The Western Union Telegraph Company of San Francisco, but they would be shipped to Mr. Edison at Orange if he desired to have same for reproduction in more permanent form, but very naturally The Western Union Company would like to receive the original records back, or a least a set of the more permanent records which might be made up.

Mr. Decatur very clearly stated that neither he personally nor The Western Union Company have any particular wish in this matter; in other words they are not requesting that permanent records be made from these soft wax cylinders, but naturally they look upon these cylinders as possessing considerable historic value to them, but they are perfectly willing to furnish same to Mr. Edison but would like the originals or duplicates or both.

At your convenience kindly advise any further action which you wish to have me take in this matter, and with kindest personal regards, I remain,

Yours very truly,

E. M. Cutting

EMC/ES

[ENCLOSURE]

Cable Address "Edisonia New York"

From the Laboratory
of
Thomas A. Edison,

Orange, N.J. Dec. 6th. 1915

Letter 4321

Mr. William G. Bee,
% Edison Storage Battery Supply Co.,
441 Golden Gate Avenue,
San Francisco, Call

Dear Mr. Bee:

Please do not think that because I do not write oftener that I am forgetting you. We are so awfully busy around here that it is simply impossible to attend to our mail promptly. This is Saturday afternoon, and I am just trying to clean up correspondence that has been on my desk all week.

I showed the enclosed letter to Mr. Edison, but he doesn't seem to understand what it refers to. I suppose it is not necessary for me to say that I do not understand it, as I did not know any of the details that took place during Mr. Edison's visit to the Coast. I am afraid we shall have to ask you to make it very clear so that he will know just what is being referred to.

Trusting that you are feeling in find shape, and with kindest regards, I remain,

Yours very truly,

OFFICE OF MANAGER
Edison Storage Battery Supply Co.
DEC 15 1915
441 Golden Gate Ave., San Francisco
MARKET 4511

Wm. H. Holladay

Enclosure

[ENCLOSURE]

EDISON STORAGE BATTERY SUPPLY COMPANY
INTER-OFFICE LETTER FROM SEATTLE, WASH.

TO MR. William H. Meadowcroft,

DATE Nov., 24th.

ADDRESS Orange.

REFER TO

REPLYING TO

SUBJECT

YOURS OF

Bee — What kind of records — what was you [illegible]

My dear Meadowcroft:-

Mr. Decatur of the Western Union Telegraph Co., of San Francisco spoke to me the day I left San Francisco to take up with Mr. Edison the question of making duplicate records from the records that they took on Edison Day. I understood him to say that he had the cylinders,-all soft wax records business dictating machine type. He told Mr. Edison that he would have duplicates made and send them to him, but when he commenced to investigate, he found that they would cost more than he could really afford personally as he had no fund to draw from. He asked my opinion about it, and I told him that if he though Mr. Edison wanted them, we would be glad to duplicate them ourselves. He has the records all packed, and will ship them to you, if he has not already done so. Will you take this up with Mr. Edison and write him direct at the San Francisco Western Union Telegraph Office.

Co.

OFFICE OF MANAGER
Edison Storage Battery Supply Co
DEC 15 1915
441 Golden Gate Ave., San Francisco
PHONE MARKET 4511

Kindsst respects.

W.H.M.

5838

January 26, 1916.

Mr. Edison:

I am now ready to take up the matter of the Walker truck representation, for selling to the Government.

I suggest that you drop Mr. Insull a note, at your convenience, telling him you think it would be a good plan. We can do it under the name of Mr. Moran, who is with me now, and let the whole transaction be in his name, so as not to prejudice us by the truck makers against the Edison Battery by such an arrangement.

I want to go aggressively after this work, and am taking it up with Ward along the same lines for the smaller trucks.

The specifications are being written at the present time, covering the electrical trucks for the Post Office Department, and I want to hit the iron while it is hot.

I would write the letter for your signature, except that Mr. Insull's connection of many years with you is of such nature as to render it better, I think, for you to word it in your own language.

M. R. HUTCHISON.

Say
Insull—

My Engineer Hutchinson wants your Walker Co to give him a chance to put them with the Post Master Genl a deal Employing Walker Trucks, & Ward trucks of the small sizes & think he can land a large order for you. make a deal over his head as little time to put it thru — E

6968

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

January 27, 1916
AM-8-607

Mr. Edison and file:

I have ready for your inspection statements for the months of September and October.

Mr. Meadowcroft informs me that you are very busy and that inasmuch as the results shown by the statements are good, he suggested that I write you and give you a short summary. When convenient to you Mr. Bachman and myself will be glad to go over the statements with you.

September sales amounted to nearly 14000 A4 equivalent with a total value of over $156,000.00. The net profit was slightly over $25,000.00.

For October the sales were over 20,000 A4 equivalent and the value over $218,000.00. The profits were over $45,000.00.

In October we made a bookkeeping entry of $19,157.98 to adjust the value of the Chemical Works Account as of February 28,1914 which makes our statement for October show an apparent profit of $64,389.81.

Our net surplus on October 31st was $514,666.53 and if we add to this amount the surplus of the Chemical Works on this date of $8126.36 we will have a surplus on the combined balance sheets of the Storage Battery Co. and the Chemical Works of $522,792.89.

The cost of the cells remains surprisingly uniform but we are getting a little cheaper cost now on account of the lower cost of soda solution as compared with potash solution.

ARTHUR MUDD.

January 31st, 1916.

Mr. Edison:

I hand you herewith an extract from a communication received from Mr. Maurice E. Fox, dated January 16th, in which he advises as to the satisfactory business being done by Edison Accumulators, Limited.

By referring to the last paragraph of this extract, you will note that on account of having a successful year, Edison Accumulators, Limited, expect to declare a dividend. If this is done, it will be the first time since the organization of the company was effected.

WALTER STEVENS.

Encl.

W S
C

C.C. to Mr. H.G.Thompson.

[ENCLOSURE]

EXTRACT FROM LETTER RECEIVED FROM MR. MAURICE E. FOX.
DATED JANUARY 16TH, 1916.

Since my last report to you, there has been nothing remarkable to note here, except the gratifying number of sales of accumulator vehicles. Since that time, we have sold about fifteen large trucks and ten small industrial trucks. During the last few weeks, there have been sold an average of four vehicles per week.

Some time ago, negotiations were entered into with one of the omnibus companies of London for the supply of an Edison battery 'bus. This has been built, and although the Scotland Yard regulations specify that a passenger-carrying vehicle must not weigh more than six tons fully loaded, we managed to keep down the weights so as to come within the requirements. Unfortunately, however, when the completed vehicle was offered for inspection, the Police took exception to the form of steering gear, width of axles, in fact, which involved practically a change in the design,- so that we found it impracticable to get the vehicle past them. It looks, therefore, as if London's streets must wait for some future date before they will see an electric omnibus. In the meantime, the body-builder threatens to sue for the price of his body, which is useless to us, so I anticipate Messrs. Edison Accumulators, Ltd. will have a good 'bus body for sale at a low price. The outcome of this affair is unfortunate, as important business was expected after this first vehicle was put into operation.

Edison Accumulators Ltd. have had quite a successful year, and it is said a dividend will be declared as a consequence.

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

April 29, 1916
AM-8-3439

Mr. Edison and file:

Sometime ago you spoke to me regarding the Mine Lamp situation and seemed to feel that we had not handled the situation properly and charged a high enough price for the outfit.

I have gone carefully into the matter and have found out that the reason why we did not make a greater profit heretofore was due largely to the fact that we were manufacturing in more or less limited quantities. By reason of this the Assembling Department was not able to cut down their cost as they are now doing by having a large quantity coming through and keeping the operators specialized on one kind of work. Considerable labor was also necessary in fitting the various parts which is now being eliminated by new dies and bending fixtures. Minor changes in construction have been made and simpler methods used which will have a tendency to reduce the cost.

We have also had to replace some of the parts such as cords and springs for holding the bulbs in the reflector.

Due to low production we have not been able to get a very good line on the cost on account of the parts being taken from one operation and group to another, in some cases without the necessary records being secured. All this has practically been overcome now and I see no reason why the Mine Lamp should not be a very fine paying proposition at $11.00 per lamp each list, less maximum discount of 40% or $6.60 each net and providing of course we continue to manufacture in large quantities.

We are now using the Toncan metal container for holding the cells instead of a Monel Metal one which has reduced the cost materially.

I had our Cost Keeper take off the cost of the complete outfit and computing the overhead at the present rate of 145% and the total factory cost was $3.78 per outfit.

The following figures represent my estimate of profit on a

PRODUCTION OF 100,000 LAMPS

Factory cost (which will be reduced)	$3.78 each
Shipping	.04 each
Advertising ($2000 per year)	.02 each
Selling & Service ($6000 per year)	.06 each
Total Cost to Make & Sell	$3.90 each

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

Selling Price

$11.00 each list Less 40%	$6.60 net
Cost to make and sell	3.90 net
Net Profit	$2.70 net per lamp

On a production of 100,000 lamps complete per year this would amount to $270,000.

ARTHUR MUDD.

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

July 8th, 1916.
RAB-9-764

Mr. T.A.Edison
Mr. Chas.Edison
Mr. A.C.Emery:

Regarding the windows which are now being placed in the Storage Battery buildings. It appears that we will have to give more ventilation than we had originally figured on.

Yesterday afternoon at 4 o'clock the men in the Tool Room unanimously packed their tool chests and put on their coats and hats and were ready to leave the department in a body, not in the form of a strike, but every man decided he would quit and leave the place on account of the ventilation we had promised them. I informed them we would ventilate alternate windows top and bottom They positively refused to work under these conditions and demanded we ventilate both top and bottom, giving them 100% ventilation. They maintained that the general attitude with other manufacturers is to better the working conditions in a factory and from the present appearance it would mean we are not working on the same lines.

This same condition prevailed in the Screw Department and also in the Punch Press Department. In as much as we have been able to free ourselves from labor trouble here up to this time I would strongly recommend not to do anything to antagonize the organization, especially at this time. I would recommend that we make arrangements to swing the windows both top and bottom, giving 100% ventilation. The windows in all of the new buildings give 50% ventilation the same as we had contracted for with the exception that all the ventilation takes place in the upper sash, the lower sash being permanent. This is the part the men object to, as they want to have part of lower sash and also part of upper sash open so as to give proper ventilation.

I placed a notice in the Tool Room this morning and informed them I would personally see that the windows would be hinged both top and bottom in this particular department. The contractor informed me yesterday he would pivot the lower sash on his own accord on the Ashland Avenue side. This would only leave two other sides for the company to pay for.

It was generally agreed we would make arrangements to swing every other window, but the demonstration yesterday afternoon provedconclusively we would have to go further than this unless it is your desire to fight the situation.

A prompt decision is requested on this in as much as Mr. Emery is about to execute a contract, which I understand has not been signed up to this time, for the windows.

R.A.BACHMAN

Mr Edison says to discuss this personally with Mr Bachman
WMM
7/8/16

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

July 12th, 1916.
RAB-9-791

File

My dear Mr. Edison:

When Dr. Greenley left the Edison Storage Battery Company I asked you for a recommendation for him, as I believed he was entitled to one.

At that time I had a further talk with Greenley and had reasons to believe he was not going to South America as he told us he would, and I took the liberty of holding up the recommendation for further developments, and told him I had not been able to see you to get a recommendation for him, but I would mail it to him if he would give me his address. He could not give me his address and for this reason I decided to wait until I heard further from him.

I learned through Mr. Hutchison today that Greenley is in London and is employed by the Vickers Company. I am therefore returning the recommendation to you, as I do not think he is entitled to such a valuable document coming from you.

I hope this meets with your approval.

Fierce!
MMM

Robert A. Bachman

Normal Boc

EDISON STORAGE BATTERY CO.

Orange, N.J.

August 22, 1916.

Mr. J.F. Monnot,
Orange, New Jersey.

Dear Sir:

1. Several years ago you forwarded to me originals and translations of proposed arrangements between yourself and the firms of Fanhard-Levassor and Delaunay Belleville, for the exploitation of Edison Storage Batteries, submarine cells excepted, in France, the French Colonies and Belgium. These Agreements you wanted me to approve.

2. The European War broke out about that time and I have never taken the time to read and analyze the said agreements. I will do this, however, by the end of the war, realizing that these companies are not able to carry the proposed arrangements through during the war conditions.

3. In the meantime, and until this permission is revoked by me or by the Edison Storage Battery Company, you are hereby authorized to sell Edison Storage Batteries, except submarine type cells, on an exclusive sales right basis such as is enjoyed by Edison Accumulators, Ltd., with which you are familiar, it being understood that the discounts to you for this French right are the same as to Edison Accumulators, Ltd., viz: 33⅓ and 2% f.a.s. New York on regular cells and parts, potash electrolyte excepted, and 40% and 2% f.a.s. New York on type L-8, L-20 and mining lamps, all cash against shipping documents in New York.

4. You also assume responsibility for guarantees and, in fact, conduct the business exactly as per the arrangements with the Edison Accumulators, Ltd.

5. It is understood that the Edison Storage Battery Company or myself have the right to revoke this temporary arrangement at any time, in writing or by cable.

6. When the war is over and you are ready to go ahead with Delaunay-Belleville and Fanhard Levassor, if the proposed arrangement is satisfactory to me, I will accept these agreements and enter into a regular contract with you in the French and Belgian business.

7. The list of the French Colonies, etc., is as follows:

Algeria
Corsica
French West Africa
    Senegal
    French Guinea
    Ivory Coast
    Upper Senegal
French Congo
Tunis
Madagascar
Somali Coast
Comoro Islands
Reunion Islands
French Indo-China
St. Pierre and Miquelon
French Guiana
Martinique
Guadeloupe
New Caledonia
Tahiti
Gambico Archipelago
Morocco

Respectfully,

EDISON STORAGE BATTERY COMPANY

Thomas A. Edison. Pres.

Arthur Madd, Sec'y

Accepted
J.F. Monnot

Witness
R.R. Hutchison

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

August 31st, 1916.
RAB-9-1056

Mr Pederson:

I am enclosing herewith letter from the Department of Health of the State of New Jersey, also copy of law relating to pollution of fresh water streams, with reference to pollution of the Second River running near the plant of the Battery Company.

Kindly note letter and return, and take such action as is necessary

R.A.BACHMAN

[ENCLOSURE]

DEPARTMENT OF HEALTH OF THE STATE OF NEW JERSEY

Trenton, August 30, 1916.

Edison Storage Battery Company,
Mr. Robert A. Bachman, General Manager,
West Orange, New Jersey.

Dear Sir:-

It was reported by a representative of this Department, after making an inspection of the Second River, one of the fresh waters of this State, that on the premises owned and occupied by the Edison Storage Battery Company, West Orange, New Jersey, there is polluting material consisting of trade wastes from the manufacture of storage batteries draining and entering into the waters of the said Second River, and also discoloring the water for some miles.

In an endeavor to secure the abatement of all existing pollutions in the fresh waters of this State, this Department desires your cooperation, and we would respectfully request that you take such means as you may deem advisable in order to prevent any further polluvion occuring from said premises into any of the fresh waters of this State.

Will you kindly give this matter your immediate attention, and inform this Department upon the completion of the work?

Enclosed you will find a copy of the law relating to the pollution of the fresh waters in this State.

Thanking you in advance for your cooperation, I am,

Very truly yours,

(signed) J. C. PRICE

Director

CGW/MAC

ENCL:

LP

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

September 1st, 1916.

AP-23-861

MR. R. A. BACHMAN:-

In answer to your memo regarding the pollution of the Second River, would say that the following changes will reduce the visible impurities, allowing a dilute solution of sodium sulphate and sodium carbonate to enter the brook.

1. Instead of passing the copper wash water from the cranes in the old crane room over the iron drillings, the sump which holds the iron drillings should be used for precipitating with soda ash and the copper mud pumped to the filter press which is to be installed for similar work from the new crane room.

2. The drainage from the floor in the old crane room should be run into the above sump if possible. There is a large volume of this solution but it is very low in nickel, copper and iron contents.

3. The over-flow from the ribbon machines contains appreciable amounts of nickel, in a form unsuitable for easy recovery, due to the presence of ammonia. The most desirable change would be a solution containing no ammonia salts. The nickel could then be recovered as in the flake plating. Experiments can be started to develope such a solution. The solution as it runs off now, will occasionally give a small yield with soda ash. This treatment may render it immune from further precipitation in the brook. In either case a sump would be required to reduce this source of pollution to a minimum. There is one large sump in this room not being used, except as an overflow from the iron. When this iron recovery system is removed, this sump may become available.

4. The method of removing the so called iron from the sludge by washing, allows a basic sulphate of iron and nickel to flow into the brook. This material ought to bring a good price on the market. A magnetic separation of the nickel from this sludge should be looked into before elaborating a system of settling tanks, filters, etc. All material of any value in the anode sludge boxes would be magnetic and the portion which spoils the contacts between the small particles of nickel would be removed in a dry state in one operation. This non-magnetic material would also have a good nickel value.

5. The overflow from the part plating room, apparently has nothing feasible to recover, consisting mainly of acid. Besides either letting it run in the brook or sewer, the only other outlet, if necessity should arise, would be to build a cesspool to let the most objectionable portions drain through the soil.

6. The outlet from the drain pipe from the second and third floors of the new plating building, should be placed so that it runs into the sump. (This refers to the drain from the copper refining department, and is only used when washing down the floor.)

7. The filter bags underneathe the settling tanks for the mud from

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

R. A. Bachman. (Cont'd)

the separating wash are not efficient enough to take care of the large amount of water which occasionally comes down. This causes an overflow of copper mud into the brook. If we are to stop all precipitates from getting into the brook at all times, including the copper and nickel recovery sumps, some changes should be made on the said bags, and if the proposed increased pumping and filter press facilities do not eliminate all sediments from the brook, an additional de-watering proposition can be taken up if necessity arises.

The losses from this source are very small and any installation would not pay for itself. It should be determined whether brushes on the copper baths would reduce the strain on the recovery plant. Certain mechanical difficulties must be overcome before these brushes could be successful. The proposed substitution of lime for soda ash becomes more difficult if the pollution of the brook is to be considered, and the saving from this change may have to be given up. If the price of soda ash comes down to normal, the use of lime is not so attractive.

Will await your instructions.

Arthur Pedersen

ARTHUR PEDERSEN.

[ATTACHMENT]

November 3d, 1916.
RAB-9-2142

Mr. Pederson:

The State Board of Health is again after me on account of pollution of streams. Will you kindly let me know what progress has been made in order to stop this nuisance. The situation is becoming alarming now and it is necessary for us to take immediate steps to take care of our waste so as not to do any more pollution of streams.

R.A.BACHMAN

[ATTACHMENT]

MEMORANDUM

Mr Pratt

Nov. 4, 1916

AP-8-7701

Mr. R. A. Bachman: Please find out what is holding this up — Bachman

In answer to your memorandum regarding the pollution of streams, would say that the stand for the filter press has been erected and we are waiting for the press. Shipment was originally promised on the 25th of October but the latest urgers place the date of shipment on the 18th of November. I have taken up the matter with Mr.Norton and immediate steps will be taken to remedy this condition as much as possible till we get the press.

A. PEDERSEN.

A. Pedersen

See our letter to Mr. Emery Sept. 20th, 1916

IBH

EDISON STORAGE BATTERY CO.

ORANGE, N.J.

EDISON CHEMICAL WORKS DIVISION

SILVER LAKE, N.J. 9-11-16

Re: I by H. U. S. Bu. Ind

OMM

Meadowcroft
guess we can
deliver 1000 lbs
month - 40 cents
lb -
4

Mr. Thomas A. Edison
Laboratory
Orange, N. J.

Dear Mr. Edison:

We received a few days ago a letter from the firm of Stanley Jordan & Company, 116 Broad Street, New York, dated August 22, on which you have made the notation asking whether we can spare any iron for iron by hydrogen.

In reply, would say that we have talked with Mr. Meadowcroft relative to this matter, and have explained that we ought to be able to give over for that purpose 1000# per month, and possibly by another month, we ought to double this, or even do better. We have the new E type furnace running about one week, and are repairing one of the old furnaces, which should be done shortly, and thus placing us in pretty good shape to supply considerable material.

Of course, at the present time, we are making as much iron as possible for the Edison Storage Battery Company, in order to get up our stock. It will depend upon what amount of stock we want to carry, before we can determine how much iron by hydrogen for pharmaceutical purposes we can make.

We enclose herewith letter from above firm.

Yours very truly

Miller

VM/K
1 enclosure.

EDISON STORAGE BATTERY CO. Carbolic

ORANGE, N.J.

EDISON CHEMICAL WORKS DIVISION

SILVER LAKE, N.J. Sept. 22, '16

Mr. Thomas A. Edison
Laboratory
Orange, N. J.

Noted TAE

Dear Mr. Edison:

Some days ago we received copy of letter dated September 9, from Mr. Kammerhoff to Mr. Mambert, subject: Consumption of Steam - same referring to measurement of steam used by us and manufactured by the Carbolic Acid Mfg. Division. On this letter was your notation as follows: "Why not settle this thing once for all".

In reply to this memorandum, we submit to you copies of our letters to Mr. Kammerhoff in regard to the proposition. We also return to you the original letter of Mr. Kammerhoff, with your notation, to which is attached copies of the letters that Mr. Kammerhoff has written us. We note that he has not sent any copies of our letters to him. Our letter dated July 3rd goes into the matter quite thoroughly, and explains our position and also what we had done, up to that time, in getting steam consumption and also in getting a meter.

Since July 9, we installed a 3" meter, but we immediately found it too small to measure all the steam we were then using, together with that used by the Phenol, Resin & Wax Division. We immediately ordered a larger mechanism, but owing to the various delays, we did not receive this until about September 1, when we immediately installed it, and the meter is now in operation and

measures all the steam we are using, together with the steam used by the Phenol Resin & Wax Division. Each day the meter is read by a representative of Mr. Kammerhoff and our own man, and this morning Mr. Kammerhoff informed me that as far as he could see the meter was operating satisfactorily to him.

He states, however, that the steam meter measuring steam for the Aniline and Phenol Divisions has been out of order for about a month, and on this account, it will be difficult for him to judge the correctness of our meter.

In this connection, would say the steam meter installed is a General Electric meter, and in all probability is extremely accurate, and the readings made by this meter we shall consider accurate and final.

If you read the attached letters which we have written to Mr. Kammerhoff, you will see that the matter of measuring steam was not neglected by us. As explained, we kept a very accurate measurement of the amount of condensed steam, and from this measurement, we made up a statement each month of the amount of steam used. This we submitted to Mr. Kammerhoff and he billed us. We believe that while this method is not absolutely accurate, it was sufficiently so under the circumstances.

In regard to the payment of additional bill of Mr. Kammerhoff, dated July 31, amounting to $1149.05, we would say that we do not feel justified in passing this until we have a month's reading from the steam meter now installed. We believe that this will show that our calculations for steam consumption were approximately correct, and this bill for additional is in error. However, should the steam meter show that our calculations were less than actual, we

are ready to pass the bill or adjust the matter.

Mr. Kammerhoff, in paragraph 4, infers that we have put off measuring steam because we feel we were using more than we were being billed for, and therefore lessening our charges. This is wrong. We had no such intention at all, and this inference should be corrected at once. It may be Mr. Kammerhoff's idea to put one over on anyone he can, but it is certainly not ours. If this were the case, it would not be likely that we would at present put in a meter when we are using a hundred times more steam than we were in January.

It is very likely from the letter of Mr. Kammerhoff, with his former letters attached, that you might think we had not made any replies, as he very carefully attached his own letters, but says practically nothing about our replies, nor gives any copies of them.

As soon as we calculate from the steam meter the amount of steam we have consumed and check this against the calculations by the method we have used in the past, we shall take up the matter of payment of the bill of July 31, and try to settle this matter of additional steam consumption.

Trusting the entire matter is explained to your satisfaction, and that we can adjust the matter without any further discussion, I remain,

Yours very truly

Division Manager.

JVM/K

CC - Messers. Chas. Edison, S. B. Mambert, C. H. Wilson, H. Musk and M. Kammerhoff. Clearing House.

September 23rd, 1916.
RAB-9-1152

Mr. Edison:

Regarding the attached letter from the Eagle Pencil Company, addressed to Mr. Hutchison, and your memorandum on same, I would recommend having a Tube Drawing machine built on the outside, charging the Eagle Pencil Company 25 per cent. profit on same.

In as much as the expense for development work was all borne by you they could consider themselves fortunate in getting it even at this price.

We could give them the approximate estimate of the cost of the machine if you care to have us do it. This would, however, only be approximate, due to the many changes in manufacturing conditions since the last machines were built.

Rudolph A. Bachman

Bachman gave me the approximate Cost which they could get it outside — Express Freight charge 100% Extra

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

September 25th, 1916.
RAB-9-1170

Mr. Edison:

Regarding the attached correspondence from the Eagle Pencil Company and your pencil memorandum on same, I beg to inform you that the Tube Drawing machines built at the Laboratory cost the Storage Battery Company $1,500.00, while the same type machine was built at the Storage Battery Company for $825.00. I would recommend that you charge the Eagle Pencil Co. $2,000.00 each, which would be a fair price for one of these machines. This will give you 100% over and above the cost.

Robert A Bachman

Meadocroft. Say to Eagle pencil Co that the ~~cost does not include overhead~~ for a ~~machine~~ is $825, ~~an outside concern would add 40% for overhead & add to this 25% profit~~ OVER

[ON BACK OF PRECEDING PAGE]

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

September 11, 1950

Cost of machine would subsidy well
by about $1450.= I should want
to subsidize 50% to the Cost to help pay
for my experimental expense

Mr. Edison:

Returning the attached correspondence from the Eagle Pencil Company and your pencil memorandum on same, I have a machine on hand which I would be willing to sell for $3,000.00 and the same type machine was built at the Storage Battery Company for $2,800.00.

I would recommend that you charge the Eagle Pencil Co. $3,000.00 each, which would be a fair price for one of these machines. This will give you 100% over and above the cost.

Thomas A. Edison

September 26th.1916.

Eagle Pencil Company,
710 East 14th Street.
New York City.

Attention of Mr. Edwin M. Berolzheimer.

Gentlemen:

Your favor of the 21st instant in regard to tube seaming machines was received by Mr. Hutchison and handed to me.

Let me say in reply that the cost of a single machine of this kind, made outside would be about $1450.00. I should want to add 50% to the cost to help pay for our long and costly experiments.

Yours very truly,

Edison Storage Battery Co.

THOMAS A. EDISON
ROBERT A. BACHMAN PRESIDENT
VICE-PRESIDENT AND MANAGER
H. F. MILLER TREASURER
WM. H. HEADCROFT SECRETARY

TRADE MARK
Thomas A. Edison

CABLE ADDRESS
"ZYNOTIC" NEW YORK

ORANGE, N.J.U.S.A. October 26, 1916

IN REPLYING
ADDRESS THE COMPANY
AND REFER TO

Mr. Thomas A. Edison,
West Orange, N. J.

Dear Sir:

At the request of Messrs. Thomas A. Edison and Charles Edison, stockholders of this Company, a special meeting of the stockholders is hereby called to be held at the Company's office, corner of Valley Road and Lakeside Avenue, West Orange, N. J., on Thursday, the 2nd day of November, 1916, at two o'clock P. M.

It is expected that the Board of Directors of this Company will meet at 10:30 A.M. on November 2nd, 1916, to authorize the issuance of bonds of the Company aggregating in amount Two Million Dollars, to be secured by a mortgage to the Fidelity Trust Company of Newark, N. J., Trustee, upon certain property of the Company, the said bonds or the proceeds therefrom to be used for redeeming outstanding bonds of the previous issue not yet paid; to enable the mortgage securing said previous issue of bonds to be discharged, to pay the Company's indebtedness on open account to Mr. Thomas A. Edison in whole or in part; to acquire and pay for in whole or in part certain land, buildings, and equipment now used by the Company; to place the Company upon a better financial basis by converting a part or the whole of its outstanding floating indebtedness into a bonded indebtedness; and to provide funds for such other purposes as the Board of Directors in their discretion may deem proper and advisable.

The principal object of the stockholders meeting hereby called is to take appropriate action with reference to said proposed issue of bonds and with reference to such other acts as the Board of Directors may do at said meeting.

Another object of this stockholders meeting is to cancel and rescind the authority given certain officers of this Company to enter into written contracts with Mr. Thomas A. Edison and Ford Motor Car Company by resolutions adopted at a stockholders' meeting of this Company held December 10, 1912, and to take such other action as may be necessary or advisable as the result of such rescission and cancellation.

If you do not expect to be present, will you not kindly send me a suitable proxy designating an agent to represent you at the meeting. A form considered suitable for this purpose is enclosed herewith, which, if satisfactory to you, should be dated, signed and witnessed.

Very truly yours,
Arthur Muddy
Secretary.

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

October 27th, 1916.
RAB-9-2101

Mr. Edison:

Regarding your memorandum of the 27th wherein you ask "How are you getting on with the cell recovering department. I get no reports."

In this connection I beg to inform you we have had considerable trouble in order to get material for the department of recovering active material, which is now being completed and is in operation, but not long enough to give you sufficient data on cost of same. Mr. Mudd has a man in this department and is collecting data on costs of cutting open cells and then from operation to operation until same is recovered and again put back into cells.

Regarding prices on rubber parts plant, I am getting out a detailed report of machinery required for the manufacturing of our rubber parts and will turn same over to Mr. Emery to get prices on same. I would like to make another trip to Trenton before this report is completed. As I told you verbally today that we could not depend on prices given by Stokes Company, in as much as they are running their place in an old fashioned way and have very little data on actual cost. The data that was collected was through some of their bills, on which I understand they added 20% due to increased cost of material at this time. I told them this is not what we are looking for and the next time I go to Trenton I will stop at the Throp Manufacturing Co. who are manufacturers of calendar rolls and rubber machinery.

I will get a fairly good idea of cost on rolls there.

Robert A. Bachman

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

November 20th, 1916.
EJR-Z3-1476

MR. W. H. MEADOWCROFT:

We are developing a very satisfactory and profitable business in connection with the sale of Storage Batteries for the operation of locomotives used in mine haulage service.

At the present writing the Pittsburgh Coal Company are in the market for twelve 5-ton locomotives and contemplate equipping each with 80 cells of type A-8. The H. C. Fricke Coke Company very shortly will issue specifications calling for eighteen locomotives - battery equipment optional. Should we succeed in getting the Fricke business it would result in the sale of 18 sets of batteries, each containing 80 cells type A-10. Even if we only secure half of the Fricke business and all of the Pittsburgh Coal Company's, the net value of the two orders to us would be $38,000.00.

There are two men who are in a position to help us to a great extent in securing this business, and they are both stanch admirers of Mr. Edison. If we could secure for them, autographed pictures of Mr. Edison for them, I am very certain that it will help us very materially.

The two men in question are - Mr. Jos. Bryan, of the Pittsburgh office of the General Electric Co., and Mr. W. A. Chandler, Electrical Engineer of the H. C. Fricke Coke Co.

E. J. ROSS, JR.

Sent Photos
11/21/16

Charles Edison
Dec 3.

Mr. Edison

Under the plan of permanent Engineering Organization which we are trying to put into effect, the condensite cabinet proposition is not correctly up to Constable whose work is to be almost entirely confined to phono mechanisms. I suggest Simpson for the time being carry on the condensite work.

Charles Edison.

All right
Tom

Dec 3

Mr. Hutchison

Under the plan of permanent Eng. Organization which we are trying to put into effect the condensite cabinet proposition is not correctly up to Constable whose work is to be almost entirely confined to phono mechanisms.

I suggest Simpson, for the time being, carry on this work alone.

Charles Edison.

Simpson is already swamped with work. Will try to get someone trained MPH

Charles:

There is no doubt but that there is a lot of room for improvement in the Eng. dept. But as long as I am persona non grata in the works I don't see how I am going to even hope to accomplish anything there, I see rotful waste going on all the time. If I mention it, CH or Smutzky tells me E. to mind my own business and then I see the futility of further efforts.

The Battery is going to Hell a damn sight faster than the Eng. dept. Pretty soon we will have left all our good men. Saville quits Saturday. H H Smith is said to be about to quit. The funny part is, they all almost doubled their salaries elsewhere. Parson Jones, whom the O.M. didn't like quickly, tho' got out in due course, is now getting 65 a week as asst Ch. Eng of a Vehicle Mfg Co (electric trucks or) somewhere in Ohio. Saville gets 40 a week this morning expenses to Cleveland. Chesler is making good in the job I got him for 75 a week in Frisco.

If I had a good practical assistant — a man who knows how to hustle & handle men, I could cow mon ground. But I haven't got no man — Norton — & he is head on heels in Submarine Battery

as a matter of fact, I pay my own field man out of my own pocket. Mr. E. left him for last Summer with all the rest, & I have been paying him his 25 a month since. The most of his time he spends on Cr Mamaroneck.

Burritts all right. If Mr. E. doesn't think the man who is trying to handle the Eng. end of all his cos. and the Sat is ~~not~~ entitled to an office assistant to keep some sort of order out of the chaos, I am perfectly able & willing to pay him myself. Said you Walmer ~~and~~ Constable, ~~[illegible]~~ and Kennedy, there isn't a real technical man left in the Sat.

Lum is a good man. Honest & true. But he is slower than hell and can't be hurried. The O.M. has got Halpin so swamped with tests of all kinds he doesn't get the actual time to do any new thing well & expeditiously.

I am averaging on an average of from 35 to 75 letters a day. I am food minutes, processes I am investigating for the works &c. I am handling all the mining camp tests, trying to get some camp mgr to make tests that will last one 170 hours. Looks as if the mining

lamp will never come out, just because the lamp supply can make small bulbs that will stand 2d. But characteristic voltage curve.

I want to go on the matter with you, because something must be done to make ready for the work that is coming back up here as soon as there no more experimenting in the works. Then they took practically all the men we had out of the lab, & carried on the work that was in progress up here. Now that the work is coming back, where are the men to do it?

I am very anxious to break in an assistant who can take a day off the load off. For that man must have a wide experience with men & affairs, or he will fall things up & be very unpopular. For instance, our man Jump Constable, is thoroughly disliked all on Lab Hill, for the trip down. He simply doesn't know how to handle them. Neither did I when I came, & I was about 10 years ahead of them. Constable. It is a damn queer point and about 10 cliques. All fighting among themselves and the poor losing the money.

We haven't any Eng. staff anywhere. In fact very little system of any kind. Sam

the men on jobs in the works pur-dom their own time & nobody knows if it is right.

Manton will correct much of that, but consider how many years it has been going on already!

I want you to tell Jennie, that you can come to & talk with me as you would a brother. I am not "offendable", and have no false pride. I am anxious to do all I can to help that poor old man. Incidentally I'll make all the money I can communicate use out of the Battery. But something has got to be done there or the whole organization will go to hell in a hand basket.

It is no setting, strong belief of disconsolate and suspicion - everyone seems to be suspicious of the other. I am persona grata there and have done much to pacify matters from time to time.

In spite of all Sales time, long spur or the Sunday I continue to get rotten reports in the film description &c. For what can I do when I have not wanted over there, and any suggestions made are construed as fault finding or trouble making.

I'll tell you, my, Jesus Christ would have a hard time trying to get a lot of these

moss backs out of B-C. ways & methods. It is a sure enough HE job to turn dr a little.

At one time it was rumored that I was so closely connected with the Govt. as to be here to spy on fraudulent use of the mails! I wonder why anyone can think the mails were hog wild for such purposes? I am sure the business doesn't use it as such.

Why can we get together at my house sometimes about once a week or so and go over matters. I've have fully ideas, & I always finish a talk with him in producing good results.

I'm muggling under a pretty heavy load, Charles, and really need your help.

It is now 2 am. I got up & went to work at 5 am. yesterday, so this is the 23rd hour of continued activity with 1 city & 1 Newark visit for my concerns welfare. For the P.M. thinks I am loafing on the job just because I didn't report a failure of an experiment I tried a week ago. The condenser cooking. I'll admit I can rectify the trouble in a short time, but I haven't

have my fit for 3 days
because of a slight bilious
attack. I have also sent
in Spies & bills amounts
a million dollars with of
traitors & thus & foreign
communists during the
past 10 days.

I'm getting sleepy, so
au revoir. I must be up
and off for the City on
the 7:20 am train. Be
back near noon.
Marconi got I supper & land
in Battery. Hulch

Newyork Herald
Sept 31 1916

NEW YORK H

REPORT ASSAILS EDISON BATTERIES FOR SUBMARINES

Navy Department Receives Findings on the E-2 Explosion Here.

MINORITY DISSENTS FROM CONCLUSIONS

Contracts for the New War Vessels Virtually Are Agreed Upon.

WASHINGTON, D. C., Saturday.—The majority and minority reports of the Naval Board assisted to investigate storage batteries for submarine boats after the disaster to the E-2 at New York, forwarded to Congress by Secretary Daniels, show a wide divergence of opinion regarding the efficiency of the Edison battery, with which the E-2 was equipped.

Lieutenants C. M. Nimitz, R. G. McWhorter and Cecil V. Johnson joined in a majority recommendation "that no Edison battery be installed in any of our submarines until further tests have shown that their disadvantages have been overcome." Captain George E. Burd, senior member of the board, and industrial manager of the New York Navy Yard, filed a dissenting report saying:—"I believe that of the three types of battery tested by the board, the Edison battery is the best adapted for use in submarines."

A full explanation of the reasons behind each report is included in the correspondence sent to Congress. In every respect noted, except in generation of chlorine gas, the majority report finds the advantage to lie with lead type cells as opposed to the Edison type.

Captain Burd notes that an internal explosion in a lead cell at the New York yard blew off the top of the container, while the Edison cell container was not damaged by a similar explosion. He points out that "it is recognized that all storage batteries are dangerous and inefficient, but they are the only means, so far as I know, of furnishing propulsive power when submerged."

A drastic proposal designed to furnish authority under which private manufacturers of shipbuilders would be compelled to give preference to navy work, has been submitted by Secretary Daniels to the House Naval Committee for inclusion in the 1918 Naval Appropriation bill, consideration of which will be resumed next week.

Officials of the three shipbuilding companies which submitted proposals to construct battle cruisers virtually have reached an agreement with the Navy Department on a form of contract to govern the building of the vessels on a cost and "percentage basis." All four of the cruisers authorized at the last session of Congress probably will be built at actual cost, plus a specified percentage.

Present indications are that the awards will be made early next month, the Newport News Shipbuilding and Dry-dock Company, the Fore River Shipbuilding Company of Quincy, Mass.; the Union Iron Works of San Francisco, and probably William Cramp & Sons, of Philadelphia, getting contracts for one battle cruiser each.

[ATTACHMENT]

Chicago Tribune
Oct 6 1916

K 6, 19.6.

NAVY ROW OVER THOS. A. EDISON

Friction Crops Up Between Daniels and Officers on Submarine Batteries.

WORK IS CRITICIZED.

[BY A STAFF CORRESPONDENT.]

Washington, D. C., Oct. 5.—[Special.]—A serious conflict has arisen between Secretary of the Navy Daniels and officers of the navy over the use of Edison batteries in submarines now being constructed for the government.

Mr. Daniels, who is a warm friend of Thomas A. Edison, is insisting that the navy use Edison batteries.

Officers in charge of the construction of the submarines assert that the batteries are dangerous and should not be used under any circumstances, as they are now made, inasmuch as they give out too much hydrogen gas while the vessels are submerged.

Edison Work Is Criticized.

It was learned on high authority today that the naval officers base their opposition to the Edison batteries on reports made by two boards of investigation.

Both of these boards named to inquire into the causes of the explosion in the submarine E-2 at the Brooklyn navy yard on Jan. 15 last, resulting in the death of four men and injury to ten others, returned a finding that the accident was due to the Edison batteries. This report did not reach the public.

Mr. Daniels appointed a second board of officers to make a general inquiry into the merits of various batteries which were being offered the department for installation in submarines then building and prospective. This board also returned a finding against the Edison battery and again it was not published.

Urge Rejection of Batteries.

Meanwhile, however, according to prominent officials of the department, Mr. Daniels insisted on letting the contract for batteries for the new submarine L-8 now being constructed at Portsmouth to the Edison company.

Recently, it is said, officers in charge of the construction of the ship were assigned to test the batteries purchased for it and they promptly urged their rejection. Their cost to the government was between $70,000 and $100,000. Mr. Daniels has declined to reject them.

The department began to use Edison batteries to the exclusion of others, it was said today, following the explosion on the F-4, while it was submerged in Honolulu harbor more than eighteen months ago.

Mr. Edison and Miller Reese Hutchinson, his personal representative, commented on that explosion and blamed the loss of the vessel on defective batteries, which permitted the escape of a large quantity of hydrogen gas.

Mr. Hutchinson, according to officials of the department, asserted that the use of Edison batteries would do away with this danger of escaping gas.

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

Mr Edison saw this 4/3/17

April 2nd, 1917.
RAB-9-434

Mr. Edison:

Mr. Meadowcroft asked me to report to you on the progress being made on rejuvinating of cells. I am enclosing herewith report of the number of cells opened and just what work has been done on the active material. We had quite some difficulty in the various processes naturally, but the last one we ran up against is the acid treatment of flake, but we found a practical way of doing this and this arrangement will be ready in about two days.

85 lbs. of O. K. flake was sent to Loading Department
500 " of Flake on hand completed except screening
200 " of Flake will be secured from 500 lbs. unscreened flake.
710 " of Flake has passed through the plant.
710 lbs. Flake is equivalent to 2151 A-4 cells.

We made up 103 A-4 cells and tested same and found them to be higher than rated capacity. They were sent out and now being used in active service.

103 A-4 cells were made up and tested here. So far way above rated capacity. One of the original A-4 cells developed a short circuit. This, however, was due to mechanical defect.

The tube department reports as follows:

Condemned cells in stock; (disassembled)

A-4	3788	B-1	270
A-6	2241	B-2	280
A-8	1748	B-4	193
A10	884	B-6	14
A12	1737	C14	15
G-4	2	M-8	541

Tubes ready to split - 581,770 tubes or 4648 A-4 equivalent cells

No. of cells cut up to date -

A-4	12041
A-6	9590
A-8	3010
A12	1645 or 4,484,820 tubes

In addition to the above we have shipped 19,829 lbs. of iron and 6415 lbs. of Nickel Oxide to Silver Lake to be recovered. Silver Lake is recovering enough material to make up 1,000 A-4 equivalents for renting purpose or any other test you may decide to put through.

Mr. Mudd is now working on cost of rejuvinating cells and hopes to have this in shape for you within the next two or three days.

Robert A. Bachman

BATTERY, STORAGE -

April 3, 1917.

Messrs. Edison, Bachman, Thompson, H. H. Smith, Acker, Mitchell.

I am enclosing copy of letter received from the Navy Department, in reply to my letter asking why the Edison Storage Battery had been disapproved for use with with portable electric hand lanterns in the United States Navy.

M. R. HUTCHISON.

Hutch = I don't believe this can you get some so we can verify the statements

E. Lima

Hutch = Can you get the tests on lead battery

Lamps —

My Sir:
They are confidential to all except the manufacturers who submitted them. Inasmuch as the Bureau has decided against requiring the lead battery charge satisfactory for 6 months in views of practically constant handling such as the nature of service. MPA

[ENCLOSURE]

COPY

219806-675-8-L

NAVY DEPARTMENT

BUREAU OF STEAM ENGINEERING

Washington, D. C., March 31, 1917.

Gentlemen:

1. Replying to your letter of March 26, 1917, regarding the reasons the Edison alkaline storage battery has been disapproved for use with portable electric hand lantern, the Bureau quotes as follows from New York Yard tests on portable hand lanterns fitted with batteries of your manufacture:

"3. Tests.

Seven batteries were fully charged and readings taken of the candlepower of a 2.5 volt lamp illuminated from this battery, and mounted in a miner's cap reflector, furnished with the batteries. The life of this newly charged battery was recorded as a basis to determine the relative deterioration of the other six batteries. The other six batteries were then placed in a compartment where the temperature changes were very slight, and candlepower readings taken on 1 battery each month until the seven cells were discharged. x x x x. At the end of the fourth month, the life of the battery was only about 2-1/2 hours, so at this time the remaining three cells were discharged as it was considered of no value to extend the test further.

4. Summary.

From the result of the test and observation of the battery, it is found that the end of the two months, lose practically all their useful charge. The life and candlepower at the end of this period is negligible.

5. Conclusion.

In view of the above summary it is considered that this type of battery submitted is unsuitable for Naval service, as it is desired to obtain a portable safety lantern of the primary or secondary type which will give considerable useful light after standing idle for 6 months or more."

2. The following is quoted from another test of Edison batteries and portable electric lantern:

"(b) The battery used is a serious drawback. This type of battery, in addition to being not leakproof, shows very poor characteristics as to life, both for a single charge and for shelf deterioration. Although no data is available for a

[ENCLOSURE]

period of 3 and 6 months, the set at present on test shows a life of only 3 hours after 2 months standing, compared to 8 hours continuous burning, and an additional 4 hours after 15 hours recuperation, starting with the battery fully charged. It is thought that in order to make this battery leakproof, the manufacturer will have to cut down on the size of the plates, thus further impairing the life.

"7. Conclusion.

As there is no safety device, and owing to the poor characteristics of the battery, it is considered that this lantern as it stands is not up to the present standard of safety hand lantern for use in Naval Service."

3. In view of the requirements of the Service that a portable electric hand lantern should give considerable useful light after standing idle for six months or more, and in view of the fact that it is necessary to have a non-spillable battery, the Bureau concurs with the recommendations of the Navy Yard, New York, which were based on tests, and disapproves the Edison alkaline storage battery for use with portable electric hand lantern.

Very respectfully,

(Signed) R. S. Griffen,

Engineer-in-Chief, U.S.N.,
Chief of Bureau.

Edison Storage Battery Co.
Orange, N. J.

FORM 1504-2-17-10M

EDISON STORAGE BATTERY COMPANY
MEMORANDUM

Charles L -
We should now take up & discuss
Renting system - using Regenerated Cells
May 10th, 1917
RAB-9-56 truly

My dear Mr. Edison:

This is to inform you that this coming week we will include in our weekly schedule the assembling of 300 rejuvinated cells.

The first 300 will be assembled of entirely rejuvinated material, including cans, covers, grids, rubber parts and active material. It is to be regretted that we cannot use these cells for replacement purposes on account of double mountings in the covers, and they can only be used for renting purposes. This system can be built up to be a great one for it is so much easier to do —

The first lot will be A-6 cells. We will be in position from now on to put at least that number on our weekly schedule and can materially increase this number as we go on.

I am glad to state that the 100 cells we put in service at the present time show higher rated capacity than new cells we made up and so far they have shown no indications of trouble. They have been in service from 7 to 8 months.

Bachman

See me —

CC Messrs.Chas.Edison
S.B.Mambert
J.W.Miller
H.G.Thompson

FORM 1804-2-17-10M

EDISON STORAGE BATTERY COMPANY
MEMORANDUM

L

May 21, 1917
LL-1-2012

Mr. Meadowcroft:
Laboratory

Regarding the subject of Laboratory letter heads and stationery for my use.

As explained to you, it has been Dr. Hutchison's custom to write to the Navy Department and the officers to whom he would address any communications concerning submarine batteries, on Edison Laboratory paper, the idea being that these communications were really of a scientific character, and to remove as far as possible, the idea of commercialism.

To me the idea seems a good one, and for communication with any department of the Navy, suggestions and statements will receive more consideration if they proceed from a scientific laboratory rather than from the offices of a commercial organization having something to sell.

In this connection it should be observed that if I am to produce the best and most results for the Storage Battery Company in outside expert matters, it will be necessary for the relation of professional advisor and client to be strictly maintained. If the general public should come to view me as merely an employee of the Edison Storage Battery Co., much influence as I may now possess as an independent Consulting Engineer, would disappear, and the value of my services as an expert in the court, or in negotiations with the Navy Department would be practically nullified. Undoubtedly this is obvious to you without my drawing your attention to it, but since the question of the use of Laboratory stationery has arisen, I am taking this opportunity to mention this subject as one of the collateral reasons which induced my first request for it. Personally, it makes no difference to me whether or not it is desired that I confine my communications to the limitations of the Storage Battery Company. My suggestions are simply for what I consider to be the most efficient means of using my services in behalf of the Company.

LAMAR LYNDON.

Lamar Lyndon

OK TAE

Telegram

June 17, 1919

Acheson Smith
Acheson Graphite Co
Niagara Falls, N.Y.

Dr. Acheson has given me contents your telegram. Please express ~~me~~ 12 electrodes half by six by twelve. I will try them. Mark package attention Meadowcroft

Thos. A. Edison

Sent W.U. 4 PM
6/17/19 WMM

$5005

FORM 1804-2-17-10M

EDISON STORAGE BATTERY COMPANY
MEMORANDUM

July 23rd, 1917.

Mr. R. A. Bachman:

Several months ago the loading weight was raised from .0038 - .0042 to .0040 - .0045 upon the recommendation of H. H. Smith. The average loading weight since the first of May has been .0041. To meet the new standard the average should be .0042 as against the old standard of .0040. It is evident that the average has not been raised as far as it should be. Not only has the average failed to meet the new requirements, but on 19 days out of 58, or practically one third of the time we have had loading weights between .0038 and .0040 which was considered good practice only a few months ago.

In order to elimim te the readings under .0040 and bring the average still higher the standard plating weight should be changed. The standard weight for 125 layers is 17 pounds, 8 ounces for a loading weight of .0040. In order to bring the average up to .0042 the increased weight required can be calculated by proportion. This figures out to be 18 pounds, 4 ounces. Since Mr. Poppa has requested me to get your approval before he will make this change, will you kindly authorize Mr. Poppa to change the standard plating weight from 17 pounds 8 ounces to 18 pounds 4 ounces?

A. Pedersen

A. PEDERSEN.

CC - Messrs. Monahan, Weed and Poppa.

1948A-2M817

OFFICE OF FIRST VICE-PRESIDENT AND GENERAL MANAGER

MEMORANDUM No. RAB-9-791

FUNCTION

SUBJECT Loading weights;

July 24th, 1917

Mr. D. H. Pederson;

Replying to your memorandum of the 23rd calling attention to the loading weights and recommending bringing the average standard plating weights for 125 layers, 17 lbs. 8 oz. for loading weights to 18 lbs. 4 oz.

There is a standing memorandum in the factory that no changes dare be made in any manufacturing unless first approved by either T. A. Edison or myself. I am very glad indeed that no changes have been made without my authority. This would be serious, and wish therefore, Mr. Pederson, you would make no changes in plating or any other manufacturing changes from the standards given unless they have either the approval of Mr. Edison or myself.

It is quite evident that your loading weight is entirely due to the hydrate and not to the flake. If your flake is constant; that is, the physical quality of the flake is constant, then I can see no reason why changes should be made in the weight of same. Heavier flake is of no benefit to the tubes. What we require is more layers in the tubes, not heavier flake. In order to get more layers it is necessary to bring the hydrate to our former standard or get the flake more curly, if same is not as it was in former days when the loading weights were higher than at present. This is something that should be investigated, as it is imperative we must get more flake in the tubes - there is no question about this.

R.A.BACHMAN

CC EHSmith
Hornbaum
Reed
Poppe

FILE COPY

FORM 1870-100M 12-16

3950

REFERRING TO FINANCIAL EXECUTIVE'S MEMORANDUM NO. 3950

FUNCTION IN QUESTION— Edison Storage Battery Co.

DATE Aug.29,1917.

SUBJECT— Audit of Statement for Income Tax Feb. 28, 1917.

EFFECTIVE— As soon as possible.

FOLLOW UP BY— Secretarial Service Dept.

TO—

Mr. S. B. Mambert,
Vice President and
Financial Executive.

Standard Audit of Income Tax Statement has been made in the above named function for the fiscal year ended February 28, 1917.

SCOPE OF AUDIT:

This audit comprises the verification of the detail making up the following Item:

NET INCOME (as per Income Tax Report) $324,743.28

REPORT ON AUDIT:

Our report on this audit will be found on the following pages.

COPIES TO— MR. S. B. MAMBERT (2)— Messrs. Chas. Edison, R.A.Bachman, H.M.Benstead.

COPIES OF THIS REPLY SHOULD BE SENT TO ALL PARTIES RECEIVING THE ORIGINAL, INCLUDING TWO COPIES TO THE FINANCIAL EXECUTIVE'S OFFICE

We have thoroughly checked all the items supporting the above amount as shown on the Income Tax Statement. The following is a reconciliation of the amount with the Profit & Loss Statement as shown by the books of the Edison Storage Battery Co.

NET INCOME (as per books) (Feby. 28, 1917)		$ 189304.66
Add:		
Charges Not Deductible		
1. Writing off Darby Mine	$ 15001.52	
2. Bad Debts: Reserve	30525.85	
3. Accrued Income Tax	9892.65	
4. " Munitions Tax	752.68	
5. " Capital Stock Tax	1200.00	
6. " Excess Profit Tax	1137.56	
7. Reserve Slow Moving & Obsolete Stock	50000.00	
8. " Second Class Cells	16233.62	
9. " Self Insurance	10974.74	
		$ 135438.62
Net Income (as per Income Tax Statement)		$ 324743.28

1. DARBY MINE $ 15001.52

This amount represents a loss on the investment in the Darby Mine. In accordance with the ruling of the Income Tax Law, this amount is not allowed as a deduction for the reason that it is not a current loss having stood on the books for a period of over 10 years.

2. BAD DEBTS RESERVE: $ 30525.85

The Reserve for Bad and Doubtful accounts created during the year was in excess of the actual loss written off to the extent of the above amount. The following is an analysis of the items making up the amount:

Balance March 1, 1916		$ 16820.56
Reserves during period		97240.94
		114061.50
Less:		
Actual Losses charged to the account	$ 66143.57	
Adjustment of Reserve	571.52	66715.09
Balance Feby. 28, 1917.		$ 47346.41
Balance Mar. 1, 1916.		16820.56
Excess in A/c Not Deductible		$ 30525.85

3. ACCRUED INCOME TAX $ 9592.65

The Reserve set up during the year for Government Income Tax was in excess of the actual charges by the above amount. This amount is accounted for as follows:

	Reserves	
16 September		$ 2523.92
October		933.72
November		5465.63
17 February	$ 7361.60	
"	2231.05	9592.65
		18515.92

Less:	Charges	
January 1916	3604.04	
February "	5319.23	8923.27
		$ 9592.65

4. ACCRUED MUNITIONS TAX $ 752.68

This amount was set up during the year to provide for a tax on munitions. As no actual charges were made to the account the entire amount is not deductible.

5. ACCRUED CAPITAL STOCK TAX $ 1200.00

This amount was set up under date of Feb. 28, 1917 to accrue the tax on the Capital Stock for the year. We find a voucher was put through in February for $795.50 in favor of Chas. P. Duffy, Collector of Taxes and charged to the above-mentioned account, the actual payment however was not made until April 1917.

6. ACCRUED EXCESS PROFIT TAX $ 1137.56

This amount was set up under date of 2/28/17 to cover taxes on excess profits for the month of January & February 1917. No charges were made to the account during the year, therefore the amount is not deductible.

7. RESERVE FOR SLOW MOVING & OBSOLETE STOCK $ 50000.00

The above amount was set up under date of February 28, 1917 to cover losses on material and supplies to be determined obsolete or of no value. As no actual charges for such losses were made during the period, the full amount becomes an item not deductible in the report.

8. RESERVE FOR SECOND CLASS CELLS $ 16253.62

This reserve represents an estimated loss in value on second class cells the actual loss yet to be determined.

9. SELF INSURANCE RESERVE $ 10974.74

As no actual loss has been charged against this reserve the full amount is not deductible.

-----ooo-----

Approved:
J. W. Robinson,
Auditor.

Auditing Service Department,
Thomas A. Edison Interests.
J. W. Reeve.

1.

Battery - Storage

November 6th, 1917.
HGT-2-9202.

Mr. Thomas A. Edison, Pres.,
Edison Storage Battery Co.

Reviewing the past twelve months' business of the Battery Company it is to be noted that our sales in A4 equivalents per day show a marked increase over the previous twelve months reported to you a year ago today.

At the beginning of our fiscal year, March 1st, 1917, the Selling Division of this Company undertook to sell an average of 1500 A4 equivalents per day, and while the saleshave not averaged this amount to date, we have every reason to believe before the close of that fiscal year we will have sold at least 450,000 A4 equivalents, and have realized our expectations.

Since report to you a year ago we have departmentalized our Selling Division, placing each Department in the hands of a man experienced in that particular activity over which he has jurisdiction, and it is hoped that by this specialization, together with additional salesmen which we will add from time to time, that we can be assured of a gradually increasing business from year to year.

The sale of our product for use in Industrial trucks and tractors is today the greater part of our business and this is due to the requirements of this apparatus by the Industrial Manufacturers of the country together with Government requirements for use Abroad. It is interesting to note that the two largest manufacturers of this type of vehicle, namely, the Automatic Transportation Company of Buffalo and the Elwell -Parker Company of Cleveland, who will during this calendar year sell respectively approximately 2500 and 1800 trucks, are selling not less than 95% of their output equipped with our product. We have also been enabled during the past year to win to our ways of thinking other manufacturers who are selling not less than 75% of their equipment with our product, and it is estimated that not less than 85% of all the Industrial trucks and tractors sold throughout the United States are equipped with Edison Batteries.

The Commercial Street Truck business has not been particularly active during the past year owing to the fact that the manufacturers in some instances have been inactive in the sale of their product and seem to be content with manufacturing a limited number of trucks per year when it would seem that by increased sales and manufacturing effort they could easily double their out-put. We have however, maintained our average in this respect and have sold our product for at least 50% of all commercial street trucks manufactured. We are encouraging increased activity on their part by direct advertising campaigns and hope that due to the opportunity which seems to be nearby here owing to the consumption of gasoline trucks by the Government that the Commercial Street Truck Manufacturers will avail themselves of the opportunity which has not been presented to them before for many years.

We undertook a little over a year ago the rental of one type of our battery in connection with a Commercial Street Truck in the effort to place more trucks on the streets, and I have no hesitancy in saying that this experiment has proven without question of a doubt that this method of exploitation of the Commercial Street Truck has produced marked results. It has encouraged at least one manufacturer through whom we rented our product to undertake to build a line of trucks from 1,000 lb. to 5 tons capacity.

It is with a great deal of pleasure that I wish to inform you that the American Express Co., who until last year had not purchased any of our product are fast realizing that Edison Batteries are best for their service and are slowly, but surely, giving us the majority of their business; and it is expected that during the next year that we will be able to replace a great many of the lead batteries with Edison which they are now using in approximately 600 trucks.

The Railroad Business -- particularly that in the car lighting equipment--- has not been as great as in former years owing to the almost prohibitive cost of steel passenger equipment; and for the last six months practically only four roads in this country have purchased any battery equipment for car lighting to speak of. However, we are protected in this Field by contracts with the various railroad companies - many of which contracts call for the exclusive use of our batteries - and it is expected that within the next year the Railroad Companies will of necessity have to purchase considerable new equipment; and when they do we are assured of this business.

It will be particularly gratifying to you, I think, to learn that the Edison Battery is practically standard for car lighting on the steam roads of this country.

In the Signal business we have received our share, or proportion, although this is far below what we have received in former years due, practically, to the abandonment of new signal installations by the Railroad Companies throughout the country. They are only purchasing that which is actually required to maintain their present equipment.

We have in service on the Interborough Rapid Transit Company some 30,000 BlH cells, and on the Brooklyn Rapid Transit some 12,000 cells --- all of which are used to operate the multiple unit control auxiliary lighting and Marker lights. On these two roads the Edisnn Battery is standard and for the past year they have bought nothing but our product.

Our House Lighting Department have shown a marked increase over last year and with one or two manufacturers - competitors of the Delco System - endeavoring to build up their Organization I feel quite sure that the coming year will show a marked increased activity in this Field.

Our Mine Locomotive business is particularly gratifying when it is noted that up to last year we had not sold altogether 200 equipments as compared with at least 400-- most of which have been sold to date--- but all of which we will sell before the expiration of our fiscal year.

Our Specialties Department shows an increased activity and it is expected that this Department will greatly increase its sales through the balance of this year and during our next fiscal year.

Beginning with March 1st, 1918 the Selling Division is going to undertake to sell during that fiscal year not less than 600,000 A4 equivalents.

It is regrettable to note, however, that our net income is not increasing as rapidly as it should with the increased volume of business, but this is due as you well know to the greatly increased cost of raw material and labor in manufacturing, as well as the necessary increases in selling expense due to increase of salaries.

I feel very optimistic, however, over the coming year and feel that our expectations in our sales will be realized unless the general business of the country falls off very considerably.

We are perfecting our organization and adding salesmen from time to time as conditions warrant and I have every reason to believe that our next year's business will show the increase which the Selling Division obligates itself to dispose of.

Respectfully submitted,

H.G. Thompson.

Battery—Storage

November 6th, 1917.

To the Stockholders of Edison Storage Battery Co.,
Mr. Thomas A. Edison, President,
Orange, New Jersey.

Gentlemen:

I herewith beg to submit my report on general conditions.

During the past year we assembled 347,801 cells (A-4 Equivalents) made up as follows:

ACTUAL CELLS.

A-3	225	B1H	26171	G11H	480
A-4	31026	B-2	13854	G14	1362
A4H	12916	B2H	8654	J-3	318
A-5	3226	B-4	23069	J-4	600
A5H	470	B4H	32950	J-5	150
A-6	54471	B-5	3	J-6	172
A6H	7349	B-6	9114	J-7	35
A-8	24770	B6H	6238	M-8	56694
A8H	9025	G-4	20144	M20	6529
A10	4554	G-5	836	M20-3	2353
A10H	375	G-6	3642	M20-12	150
A12	7676	G-7	1935	M20-13	200
A12H	541	G-9	9127	GGX	220
		G11	6653	W-1	17270

The monthly assembly and shipments in A-4 equivalents since November 1st,1915, have been as follows:

MONTH	ASSEMBLY	SHIPMENTS.
November,1915	18,198	15,325
December	21,369	20,212
January,1916.	18,261	16,462
February	17,858	14,180
March	21,260	21,815
April	20,502	25,485
May	23,638	21,513
June	23,734	20,402
July	19,028	21,502
August	28,052	22,820
September	27,767	22,776
October	33,764	25,184
November	31,233	29,351
December	33,682	32,002
January,1917	36,365	35,380
February	24,824	29,171
March	31,952	24,779
April	30,390	27,118
May	28,957	27,238
June	27,528	16,970
July	19,316	29,948
August	23,523	27,752
September	26,139	34,747
October	33,886	36,245

Our production schedule at the present time is 9,000 cells per week, and we have sufficient orders ahead (Approximately 100,000 cells, A-4 Equivalent) to warrant our keeping production up to at least this point for months to come, which will help to keep down cost to a minimum so far as overhead expenses is concerned.

Both material and labor have increased during the past year. The payroll per man has increased 12% and we have been handicapped by a labor turnover of 15% per month. In addition to this we have had several interruptions of schedules due to lack of sales and also lack of iron oxide, which the Chemical Works were unable to produce for lack of raw materials. This has added materially to the labor cost per A-4 cell base. In spite of the above condition the cost of labor per cell, based on preliminary figures for September 1917, is only 6% higher than a year ago. To accomplish this we have put in improved machinery in practically all departments, and are systematically making further improvements along these lines all the time. In order to offset the increased cost of labor and material, the list price of all A & B types were increased 10% November 1st.

Rolling Mill Equip

It was decided in 1916 to install a rolling mill for the manufacture of our own ribbon steel for both negative and positive elements. The order was placed for the entire rolling mill equipment with Blake & Johnson of Waterbury, Connecticut, and the motors were ordered from Crocker-Wheeler Co., Ampere, N.J. The motors were received during September of this year and the first shipment of rolls was received November 5th; this shipment consisted of four 8" rolls; the balance of the equipment is to be shipped approximately November 15th. The foundations for same are completed.

In order to effect a lower service cost for the Edison Storage Battery Company and other Edison Interests at Orange, it was decided to take over the entire Trucking Service Department, for the Edison Affiliated Interests at Orange, putting same under one management, thus effecting a materially lower cartage cost for all concerned.

It was also decided to take over the Power Service for all Edison Interests at Orange and Silver Lake, putting same under one management, for the purpose of getting lower rates on purchases of current, and coal, thereby giving the Edison Storage Battery Company and other Edison Interests a lower power cost. Both the Trucking Service and Power Service Departments were put under the management of the Edison Storage Battery Company, each under separate division manager. In order to give uniform service to the Power Service Division and have the service flexible, it was decided to purchase an additional 1,000 KW. generator, which generator was received the latter part of October and is now being installed. On account of the additional amount of current purchased over our bus bars, we are now able to buy current at a minimum cost from the Public Service Corporation.

The amount of insurance has been increased from $865,000.00 to approximately $2,500,000.00 which has made an increase in premiums of approximately $40,000.00. The rates, however, have been materially reduced due to the elimination of fire hazards, the schedule rating March 1st, 1916 being $2.25 per $100.00 and March 1st, 1917 $1.55 per $100.00. Since this time we have made several further improvements which are now awaiting official action on the part of the Schedule Rating Bureau, and further reductions are being made all the time as fast as the improvements are effected.

In noting the financial statement for the last six months, the following items should be taken into consideration:

PROFITS SIX MONTHS August 31,1917.

1st quarter		
Profits as shown on books	$74,991.20	$113,900.00
Less: Adjustments made in 2nd quarter applicable to first	18,000.00	
	$ 56,991.20	
2nd quarter		
Profits as shown on books	$ 38,908.60	
Plus Adjustments made in 2nd quarter applicable to first	18,000.00	
	$ 56,909.60	

Percent of profit to capital invested 6⅔% per year.

The following items tend to materially lessen the profits for this period.

RESEARCH.			
Increase over preceeding 6 months	$ 22,000.00	5,900.00	
IDLE EQUIPMENT.			
Increase over preceeding 6 months above figures cover interest, depreciation, maintenance, taxes, insurance &c.	59,000.00	26,000.00	?
BOND INTEREST.			
Interest accrued on bonds Valued at $2,000,000.00 instead of $500,000.00 - the value of the old issue. Increased in interest paid for six months		35,000.00	?
FEDERAL INCOME & WAR TAXES			
Increase in normal income tax rate from 2% to 6%		3,500.00	
Excess profits tax 8% to 20%		4,300.00	
FIRE INSURANCE.			
Increase in insurance schedules from $855,000.00 to approximately $2,500,000.00 Increase in premiums for 6 months		20,000.00	
INTEREST AND Discounts on Bank Loans.		12,018.35	

Respectfully submitted,

ROBERT A. BACHMAN,
Vice President and
General Manager.

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

THOSE WHO
Thomas A. Edison

ORANGE, N.J. U.S.A.

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

THOMAS A. EDISON PRESIDENT
B. B. MANBERT VICE-PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. BACHMAN VICE-PRESIDENT AND GENERAL MANAGER
H. G. THOMPSON VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. MILLER TREASURER
ARTHUR HUDD SECRETARY

February 8, 1918.

Dear Mr. Edison:

In forwarding to you our regular quarterly advice of this Company's financial condition, I take pleasure in condensing for your ready reference the following facts:

1. That the Net Worth of this business - after deducting the book valuation of Patents - is nearly $4,000,000.

2. That our Current and Working Assets are as conservatively stated as it is possible so to do without misstating the facts.

3. That our Liabilities are as fully stated as possible, even to the extent of including all merchandise in transit to us and such items as Accrued Excess Profits Taxes not due and payable until next June.

4. That the ratio of our Current Assets to Current Liabilities is 2.3 to 1.

5. That the valuation of our Plant is less than actual, for the reason that -

(a) The Land values as shown have increased over and above the original purchase cost of same shown herewith.

(b) All Buildings not of very recent construction have recently been appraised and the valuation determined to be less than the cost of reproducing same, even before the present era of high building costs.

(c) Similarly, all Equipment not of recent installation has likewise been appraised, and the value of our Equipment proved to be conservative as compared with the cost of same before the present era of high prices.

6. That the valuation of our Patents is conservatively stated, in view of the fact that they protect a product the commercial return upon which has averaged 12% on the investment during the past three years.

7. That all of these Assets are absolutely free from Mortgage, Bond Issue or other form of indebtedness, except the Current Liabilities reflected on the attached Financial Statement.

This favorable condition has been made possible through the valued support of our good Banks. We are truly grateful to them.

Yours very truly,

Stephen B. Mawbert

Vice President and
Financial Executive.

Mr. Thomas A. Edison,
Fort Myers,
Florida.

Dear Mr. Edison

This company is now in about as clear financial condition as it will ever be. To be able to write a letter such as this after three years work is indeed a great pleasure. I am sorry that we will have to run further into debt in order to provide for immediate expansion.

Mawbert

Lybrand, Ross Bros. & Montgomery
CERTIFIED PUBLIC ACCOUNTANTS (PA.)

OFFICES
NEW YORK
PHILADELPHIA
CHICAGO
BOSTON
PITTSBURG
NEW HAVEN

AGENCIES
SAN FRANCISCO
LOS ANGELES
SEATTLE
KANSAS CITY
DALLAS
NEW ORLEANS
SAVANNAH
LONDON ENGLAND

EDISON STORAGE BATTERY COMPANY

CONSOLIDATED BALANCE SHEET as at November 30, 1917.

ASSETS:

Cash in Banks and on hand	$211,889.21	
Accounts Receivable, less Reserve	387,993.91	
Notes Receivable	10,986.22	$ 610,869.34
Sundry Account Receivable: Edison Portland Cement Co.		8.60
Inventories:		
Raw Material & Supplies	623,280.07	
Merchandise in Process	872,313.76	
Finished Merchandise, including Consignments at cost	438,327.32	1,933,921.15
Deferred Charges, consisting of unexpired insurance, &c.		38,751.60
Total Current and Working Assets		2,583,550.69
Plant:		
Land	73,952.03	
Buildings $848,585.14 Less, Reserve 92,698.76	755,886.38	
Equipment 2,291,970.25 Less, Reserve 823,446.08	1,468,524.17	2,298,362.58
Patents		1,749,920.36
		$6,631,833.63

LIABILITIES:

Notes Payable	$600,000.00	
Accounts Payable	239,555.88	$839,555.88
Sundry Accounts Payable:		
Thomas A. Edison	139,952.88	
Thomas A. Edison, Inc., et al	8,857.66	148,810.54
Deposits:		
Uncompleted Contracts	68,688.95	
Batteries Rented	15,876.00	84,564.95
Accrued Pay Rolls, Taxes, &c.		52,948.83
Total Current Liabilities		1,125,880.20
Contingent Reserve		32,125.07
CAPITAL and SURPLUS:		
Capital Stock, Common	2,998,300.00	
Do Preferred, 5% Cumulative	1,801,300.00	
	4,799,600.00	
Surplus	674,228.36	5,473,828.36
		$6,631,833.63

We have audited the accounts of the EDISON STORAGE BATTERY COMPANY and its subsidiary selling Company and we certify that, in our opinion, the above balance sheet sets forth the true financial condition of that Company as of November 30, 1917.

New York, January 29, 1918.

Lybrand, Ross Bros & Montgomery
Certified Public Accountants.

1

CONFIDENTIAL REPORT

to

EDISON STORAGE BATTERY CO.,

WEST ORANGE, N. J.

Regarding

Improvements to Plant and Reduction in Fire Insurance Rates.

Attention Mr. Arthur Mudd, Secy.

FEBRUARY 28TH, 1918.

2

Following our inspections of January 29th to February 2nd, inclusive, and various conferences on this matter with rating authorities, insurance companies, etc., I submit this report, requesting that it be treated with extreme confidence, for, until accepted by you (and then in different form) it is not to be presented to the Fire Insurance Companies or rating authorities.

I have completely abandoned any attempt, in laying out these requirements, to meet the makeup of the present schedule, and am proceeding entirely on the theory of reducing the possibility of fire loss to the lowest practical minimum and then convincing the companies that they have to find a way to adjust the insurance rates to the actual hazard rather than the theoretical hazard, as would be worked out in the schedule.

It is realized that we are proposing to transgress all the laws of the Medes and Persians in New Jersey, and for this reason we are not crying our plans from the housetops but have confidence in our belief that the thing can be done. But, no intimation of our plans or methods should be given to insurance inspectors, rating authorities or others, for I must handle this matter personally.

The writer did not see any details of the plans submitted by your former agents for the obtaining of a .42 rate, but from

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our study of the schedule we are very sure that the cost of such plans and the inconvenience to you of the installation they would require would render them entirely impracticable. I have tried to suggest improvements which will be found practical from an operative standpoint, and trust that you will promptly accept my requirements in their entirety, in exchange for the rates that I propose to ask for, which are:-

Blanketed buildings and contents, 90% co-insurance, covering the entire group of concrete buildings, .	.25
Blanketed entire group of buildings, including Box Shop, the contents of the same, lumber and coal, 90% co-insurance.	.264
Blanketed all contents of all buildings, materials in yards, lumber and coal, and all buildings except those of concrete construction, 90% co-insurance .	.313

Note:- Above rates do not include any flat increases for war conditions.

The cost of the suggested improvements will be found moderate. The sprinklers will cost about $10,000. I will attempt no estimates of the costs for metal boxes, metal shelving, metal furniture, metal partitions, etc., but they would not seem excessive and the improvements will be found to have a utility of their own, so that but part of their cost should be charged to fire insurance protection and against savings in insurance premiums.

I have required very few fire walls. There is no sense in putting through five complete fire walls, from the first floor to the seventh, which would be necessary to remove the charge from

JJM

4

the present schedule, provided the contents of the buildings are arranged in such manner as to prevent the spread of fire. As long as we have abandoned the principle of ten thousand foot areas, I see no reason in recommending fire walls where they are not needed.

The plans suggested will call for a pretty thorough house-cleaning, which will be found a good thing from an operating standpoint, and the low rates suggested will warrant the companies in demanding the continuance of rigid cleanliness and order. This I assume.

The difference in cost ($640) between insurance, blanketed over the whole property, and insurance excluding concrete buildings at the rates suggested, is so very small as to be negligible. As any fire will produce more or less damage to fireproof buildings and entail repairs, cleaning up, whitewashing, etc., I recommend the inclusion of them in the insurance. Further, the effect of this inclusion will be extremely good on the minds of the insurance companies and will make my proposition easier to put through.

It is my opinion that you should be well satisfied with an annual insurance cost of $10,065.50 against the present cost of thirty to forty thousand dollars, and that the adoption of these improvements and plans will return a very large interest

J.B.

5

on your investment.

Bound into this report are an insurance plan of the property and plates showing the floors and occupancy in detail.

Requirements for improvements and details of metal shelving construction you might manufacture quite economically.

Respectfully submitted,

FRED S. SMITH - INSURANCE SERVICE

FSS:KLM

6

REQUIREMENTS

for the

EDISON STORAGE BATTERY CO.,

WEST ORANGE, N. J.

Attention Mr. Arthur Mudd, Secretary.

FEBRUARY 28TH, 1916.

7

1. All wooden partitions, not extending to the ceiling, to be replaced by partitions of non-combustible material; heavy wire netting on iron posts wherever feasible. All necessary wooden partitions, extending to ceiling, such as enclosures around War Goods Office, to be covered on both sides with sheet metal. Suspended platform in Cell Testing Room, 1st story #130 and Deck in 2nd story, #137 to have all exposed surface covered with sheet metal.

2. All vertical spaces between stairway and elevator enclosures and windows to be tightly stopped with cement plaster of a thickness equivalent to the enclosures.

3. 12" brick fire walls to be erected in the following locations:-

   1st story:

   a. Between Wooden Box Japanning Room and the Carpenter Shop, #134.

   b. Between Packing Room and Driveway, #130.

   2nd story:

   c. Around Metal Cell Box Japanning process #130.

   4th story:

   d. In #130, separating off phonograph storage.

   Note: Reverse motion picture machine storage in the north wing of #130 with phonograph storage in the south wing of #130 in such a manner that a brick wall, as shown on 4th story plan, will comply with the above requirement.

   5th story:

   e. In #130, to separate off phonograph storage.

4. Electric light and power equipment to be thoroughly examined, properly insulated and fused; all switches and fuses to be enclosed in self-closing metal cabinets; rheostats or other heat-producing equipment mounted on slate slabs where in the vicinity of combustible material.

5. Automatic sprinklers, wet pipe system, to be placed throughout the following locations:-

   1st story:

   a. In Packing Room

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b. Gasoline Automobile Garage.
c. Cell Japanning Room.
d. Japanning Room adjacent to #134.

2nd story:

e. In Automatic Screw Machine Room.
f. Metal Cell Box Japanning Room.

3rd story:

g. Ten sprinklers spaced around wooden rack in #135.

4th story:

h. In Phonograph Storage Room.
i. Pocket Press Room.

5th story:

j. Phonograph Storage Room.
k. Entire floor of #137.

6th story:

l. Entire floor of #137.

7th story:

m. Pattern Storage Room, #130.

Location and arrangement of sprinklers, feed mains, risers, valves and fittings, also spacing of sprinklers, size of pipes and all matters pertaining to the sprinkler system to be installed in a manner satisfactory to the rating authorities.

6. Supplies. Two supplies of water to be provided as follows:-

a. Connection to be made with Public Waterworks' main in Valley Road, to be made through not less than a 6" pipe.

b. Connection to be made with 10" pipe ~~with~~ supply from pump to yard system on the supply side of the 6" meter between #130 and #137.

7. Gate valves controlling water supplies to sprinklers to be fastened open by leather strap with ends riveted or padlocked, common keys being used and kept by responsible parties.

8. All 2½ and 40 gallon chemical extinguishers to be re-charged at

9

least once a year and tagged and dated at time of re-charging.

9. Private hydrants to have outside gate valves for each outlet, and to have houses constructed in accordance with requirements of the National Board of Fire Underwriters (descriptive pamphlet with cuts enclosed). Each house to contain 100 feet of 2-5/8" cotton rubber-lined hose, two Underwriters' play pipes having 1-1/8" smooth nozzles, one hydrant wrench, 6 spanner wrenches, one axe, one crowbar, one lantern and 6 spare washers.

10. Underground piping to be cast-iron, tar coated and capable of withstanding a static pressure of 200 pounds.

11. Plans showing inside and outside system of piping, also all valves, etc., to be submitted to the rating authorities for approval before work is begun.

12. Necessary approved safety waste cans, with self-closing covers, to be provided in Printing Room, 6th story, #130 and in Mimeograph Printing Room, 6th story #137.

13. All gasoline or naphtha used for cleaning type or similar processes, to be kept and used from private safety cans instead of from glass bottles or open containers.

14. A systematic inspection of all fire appliances and other matters pertaining to the fire risk should be made at least weekly by some reliable and responsible party. A detailed written report to be made, reports being dated and filed for information by insurance ~~underwriters' inspections~~.

    This inspection should preferably be made by members of the private Fire Brigade, in rotation, in order that each member may become well acquainted with the location and the purpose for which each appliance has been provided.

15. The benzine washing hazard, carried on in #131, to be discontinued or removed a sufficient distance from the premises as not to carry an exposure charge.

    Note: This might properly be installed on the roof of south wing, #13D.

16. All wooden boxes for storage of parts or supplies to be replaced by metal receptacles or by fibre receptacles where metal ones are impracticable.

17. All wooden stools and furniture to be discontinued and replaced by metal.

10

18. All wooden shelving or racks in places not provided with sprinkler protection to be torn down and replaced with steel or have the surfaces entirely metal-clad.

19. Oil cooled transformers in Power Room, 1st story #130, to be piped to a safe distance outside. Remote control valves to be arranged in such a manner that they can be operated from outside of room without danger to the operator from overheated or burning oil.

20. A substantial curbing 6" high, to be built around transformer stands and the basin thereby created, drained with a 6" pipe to sewer connection or elsewhere.

21. Excelsior in Packing Room, when not in use, to be kept in a metal-lined bin with automatic self-closing cover.

22. Electric wiring in Cell Japanning Room, 1st story, #130 and in Pocket Press Room, 4th story #130, to be installed in metal conduit with bulbs enclosed in vapor-proof, guarded globes, with all switches or sparking appliances outside of room. All other spark-producing electrical equipment to be removed from rooms.

23. Operators in Cell Parts Annealing Room, 1st story #135 to be familiar with the location of shut-off valves in oil supply to furnaces in order that these may be expeditiously closed in case of failure of the air supply to prevent flooding of burners.

24. All miscellaneous storage, especially that contained in wooden receptacles, such as that now located in the 4th story of #130 opposite the Pocket Press Room, to be removed to the 5th story of #127, which should be the depository of such material, for which reason we propose equipping this room with automatic sprinklers.

25. Pitch melting to be removed from #132 to an especially constructed fireproof annex adjacent.

26. Calcium carbide in excess of 600 pounds or preferably in excess of one day's supply, to be stored in the proposed fireproof annex to #132 and separated from the pitch melting process by an unpierced 12" brick wall.

27. Opening left through all floors in south wing of #130 for future elevator, to be shut off by reinforced concrete slab covers of thickness equivalent to the flooring; present wood planking to be eliminated.

Respectfully submitted,

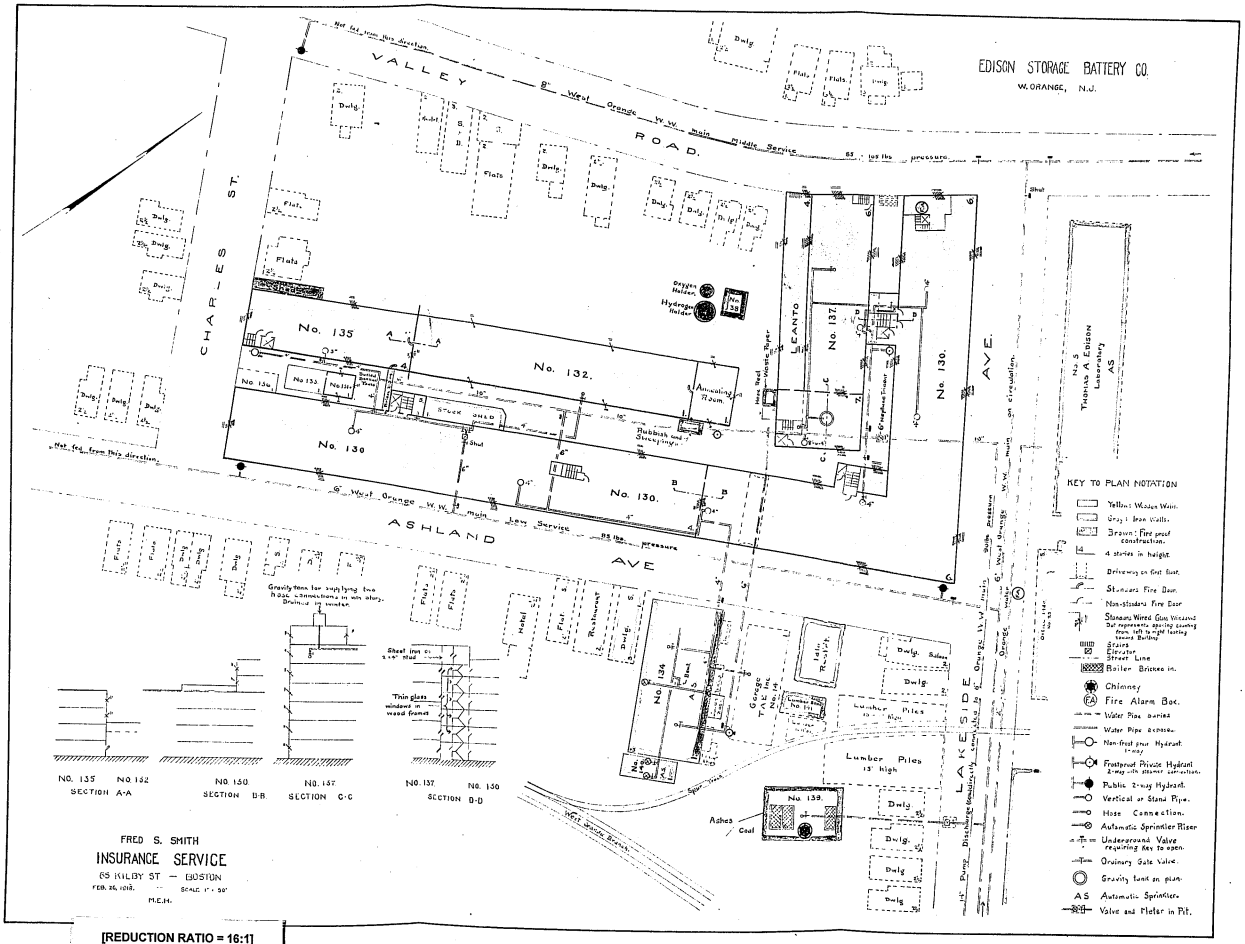
FRED S. SMITH - INSURANCE SERVICE

W. Chu Hill

Engineer.

Enc.
MEH:KLM

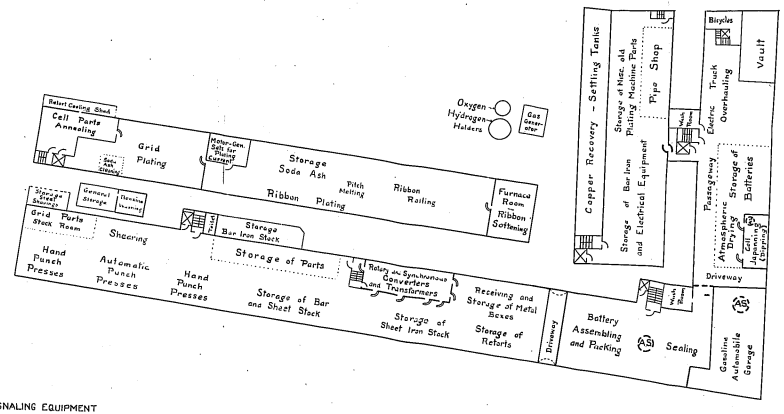
JJB.



[REDUCTION RATIO = 16:1]

EDISON STORAGE BATTERY CO.

W. ORANGE, N.J.



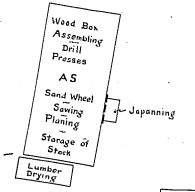
LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT

7 Private Fire Alarm Boxes.
5 Klaxons.
8 Watchmans Stations.
10 Hose Connections - 2½" - with 50' linen hose at 9.
100' R.L. hose at one - All ⅝" nozzles.
22 Chemical - 2½ gal. - Extinguishers.
3 Chemical - 40 gal. - Extinguishers. on wheels.
3 Pyranes.
4 J.M. Extinguishers.

Proposed Work: — — — Brick Wall
(AS) Automatic Sprinklers

FIRST STORY

OCCUPANCY



Combustible material shown dotted — to be replaced with non-combustible material.

Boiler House

FRED S. SMITH

INSURANCE SERVICE

65 KILBY ST. - BOSTON

FEB. 26, 1914. Scale 1" = 25'

M.E.H.

[REDUCTION RATIO = 16:1]

EDISON STORAGE BATTERY CO.

W. ORANGE, N.J.

FRED S. SMITH

INSURANCE SERVICE

65 KILBY ST. - BOSTON

FEB. 26, 1916. Scale 1" = 50'

M.E.H.

SECOND STORY

OCCUPANCY

Combustible material shown dotted — To be replaced with non-combustible material.

Proposed Work: —— Brick Wall. Automatic Sprinklers.

LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT

1 Public Fire Alarm Box
5 Private Fire Alarm Boxes.
4 Klaxons.
8 Watchmen Stations.
9 Hose Connections - 2½" - with 50' linen hose at 8. 100' R.L. hose at one - All ⅝" nozzles.
10 Chemical - 2½ gal. - Extinguishers.
1 Chemical - 40 gal. - Extinguisher on wheels.
1 Fire Axe.

LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT

5 Private Fire Alarm Boxes.
5 Klaxons.
8 Watchmen Stations.
9 Hose Connections - 2½" - with 50' linen hose at 8. 100' R.L. hose at one - All ⅝" nozzles.
8 Chemical - 2½ gal. - Extinguishers.
1 Chemical - 40 gal. - Extinguisher on wheels
4 Fire Pails - water
1 Fire Pail - sand.
1 Fire Axe.

THIRD STORY

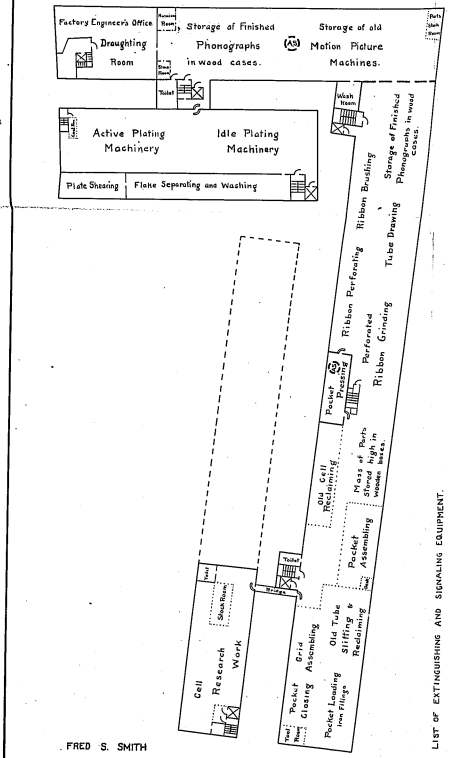
OCCUPANCY

Combustible material shown dotted — To be replaced with non-combustible material.

[REDUCTION RATIO = 16:1]

EDISON STORAGE BATTERY CO.

W. ORANGE, N.J.



FRED S. SMITH

INSURANCE SERVICE

65 KILBY ST. — BOSTON

FEB. 20, 1913 — SCALE 1" = 50'

M.E.H.

LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT.

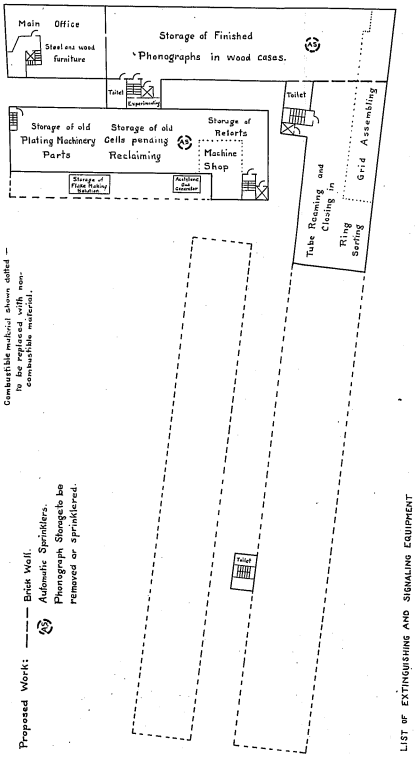
5 Private Fire Alarm Boxes.
5 Klaxons.
8 Watchmans Stations.
8 Hose Connections - 2½" - with 50' linen hose of 8. 100' R.L. hose at end. - All 15" nozzles.
10 Chemical - 2½ gal. - Extinguishers.
1 Chemical - 40 gal. - Extinguisher on wheels.
1 Fire Axe.

FOURTH STORY

OCCUPANCY

Combustible material shown dotted — to be replaced with non-combustible material.

Proposed Work: ——— Brick Wall.
Automatic Sprinklers.
Phonograph Storage to be removed or sprinklered.



FIFTH STORY

OCCUPANCY

Combustible material shown dotted — to be replaced with non-combustible material.

LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT

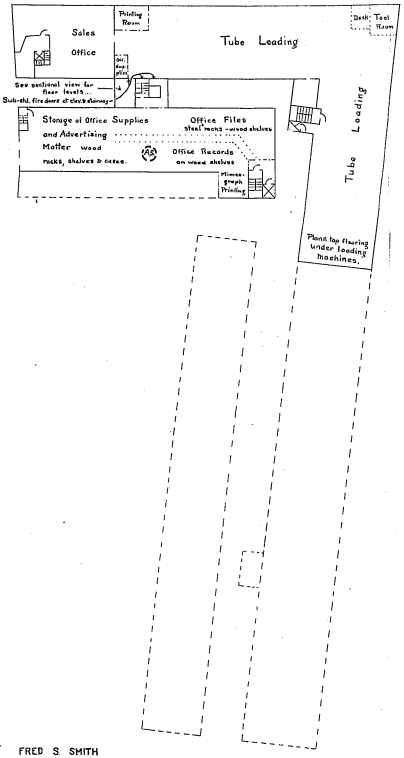
4 Private Fire Alarm Boxes.
3 Klaxons.
4 Watchmans Stations.
6 Hose Connections - 2½" - with 50' linen hose of each.
3 Pyrenes
2 Chemical - 2½ gal. Extinguishers.
1 Chemical - 40 gal. - Extinguisher on wheels.

Proposed Work: Automatic Sprinklers
——— Brick Wall.

[REDUCTION RATIO = 16:1]

EDISON STORAGE BATTERY CO.

W. ORANGE N. J.



FRED S. SMITH

INSURANCE SERVICE

65 KILBY ST — BOSTON

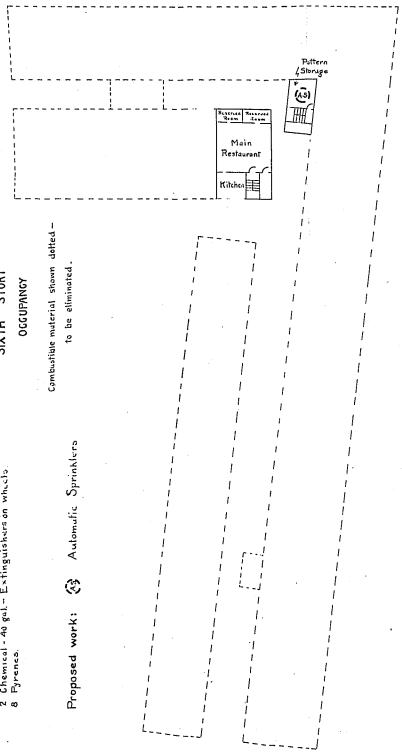
FEB. 26, 1918 — SCALE 1" = 20'

M.E.H.

LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT

4 Pyrene Fire Alarm Boxes.
3 Klaxons
3 Watchmans Stations
6 Hose Connections - 2½" - with 50' linen hose at each. ⅝" nozzle.
2 Hose Connections - 1½" - with 50' linen hose at each. ⅜" nozzle.
Supplied by Tank only in warm weather
14 Chemical - 2½ gal. - Extinguishers.
2 Chemical - 40 gal. - Extinguishers on wheels.
8 Pyrenes.

Proposed work: Automatic Sprinklers



SIXTH STORY

OCCUPANCY

Combustible material shown dotted — to be eliminated.

SEVENTH STORY

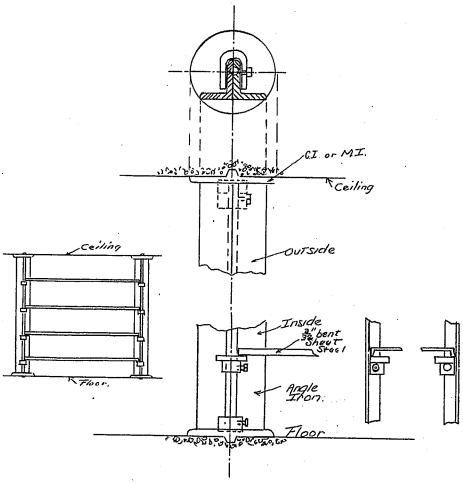
OCCUPANCY

LIST OF EXTINGUISHING AND SIGNALING EQUIPMENT

1 Private Fire Alarm Box
1 Klaxon
2 Watchmans Stations
1 Hose Connection - 2½" - with 50' linen hose - ⅝" nozzle.
1 Hose Connection - 1½" - with 50' linen hose - ⅜" nozzle.
Supplied by tank only in warm weather.
2 Chemical Extinguishers - 2½ gal.

Proposed work: Automatic Sprinklers.

[REDUCTION RATIO = 16:1]



FRED S. SMITH Insurance-Service Boston	STEEL SHELVING	PLATE 11 F.S.S. Drawn by O.T.C. Feb-1918.

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

TRADE MARK
Thomas A. Edison

ORANGE, N.J., U.S.A.

THOMAS A. EDISON PRESIDENT
S. S. HAMBERT VICE-PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. BACHMAN VICE-PRESIDENT AND GENERAL MANAGER
H. O. THOMPSON VICE-PRESIDENT AND EXPORT SALES MANAGER
H. F. MILLER TREASURER
ARTHUR MUDD SECRETARY

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

March 2, 1918.

Dear Mr. Edison:-

At the Executive Committee Meeting of the Edison Storage Battery Company, held Thursday, February 28, Mr. Bachman told us the Government intended to take over the factory, diverting the entire output to the Signal Corp. In this event, we will not be allowed any cost for advertising or selling expense. Thus, we will be faced with the alternative of either keeping up a non-productive sales organization during the war or building up a new one at its close.

In connection with increasing the schedule of production at the Chemical Works from 2000 to 4000 A-4-Equivalent cells a day, Mr. Miller is ordering a new dryer from the Philadelphia Textile Machinery Company which has a daily capacity of 1000 A-4-Equivalents and will effect a considerable time saving in drying Iron Mix. In the event it does not effect a time saving sufficient to offset the necessity of scrapping the old driers, we are incurring only shipping and installation expenses. In the event this dryer does prove satisfactory, I have instructed Mr. Miller to negotiate for the same price on three additional driers, as I understand the price on this equipment is to be advanced.

I am sending Charles a copy of an advertisement which appeared in "Professional Memoirs" authorized by M. R. Hutchison, Incorporated, without our knowledge. This has caused considerable unfavorable comment, dealing as it does with the nationality of Battery Manufacturers. Accordingly, I have asked Mr. Thompson to notify M. R. Hutchison, Incorporated, that any advertising they contemplate in connection with Edison Storage Batteries, must first be approved by the Executive Committee.

Faithfully yours,

Mr. Thomas A. Edison,
Key West, Florida.

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

THOMAS A. EDISON PRESIDENT
S. B. MAHBERT VICE-PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. BACHMAN VICE-PRESIDENT AND CONSULTING ENGINEER
H. G. THOMPSON VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. MILLER TREASURER
ARTHUR MUDD SECRETARY

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

March 19, 1918.

Dear Mr. Edison:

I am enclosing ten Edison Storage Battery Company notes in denominations of $100,000 each. Three of these notes I expect to discount with the Bankers Trust Company, New York City, for a period of one year; three more I expect to discount with the War Credits Board to be paid back at the rate of 35% on Signal Corps deliveries; the four remaining ones I wish to have in reserve hoping that I may possibly have the opportunity to use same with the First National Bank of New York or with the Continental and Commercial Bank of Chicago.

Kindly affix your signature as President to all of these notes. Your personal endorsement on reverse side of notes is required as follows:

Please endorse the three notes to be discounted at the Bankers Trust Company.

Please endorse the five blank notes, as indicated by pencil notation.

The remaining two blank notes should not be endorsed, which fact I have noted on same in pencil.

I received your inquiry relative to Storage Battery losses after the cessation of government business, and I am writing you at considerable length how I have been endeavoring to safeguard the Storage Battery Company in this respect.

Faithfully yours,

Mudd

Mr. Thomas A. Edison,
Key West, Florida.

Pearson

April 9, 1918
AF-E1-1006

Mr. Lamar Lyndon:

In reference to your note regarding a fused electrolyte for reducing Fe_2O_3 to Fe O or to Fe would say that fused caustic soda may possibly answer some of these requirements, but in view of the fact that pyrophoric or sponge iron can be so readily plated into mercury, it hardly seems advisable to work on anything else. For your information I might say that this process was subjected to a partial examination by me at the time Silver Lake was tying up the plant for want of iron, the idea being not so much to produce a better iron, but to do whatever was possible to relieve the situation, by any process which could be investigated conveniently at Orange, the idea being to produce an iron which would meet the requirements when made from any iron.

Mr. Dobyns has acquainted you with the ease of making iron by this process and also the control of the oxidation by electrochemical means, namely making the mass the anode in an alkaline bath. It is not claimed that this process will beat the chemical process, but I am confident that it will not be easy to find a better means of making it electrochemically.

In reference to your note regarding the "Chemical Theory of the Edison Storage Battery" evidently proposed by A. M. Kennedy would say that the equations check in the sense that they balance from a chemical standpoint, but the fact that a certain equation can be written does not necessarily prove that this can be done. In looking at the alleged reason given why this equation should be more reasonable the following may be noted:

(1) The first reason is a quotation from a book, the theory advanced being logical, but since Mr. Jones did not use the chemical reactions of the Edison Battery to prove his theory, the burden of proof rests upon anyone who attempts to use the theory to explain the Edison Battery.

(2) "$Ni(OH)_2$ is green. $Ni(OH)_3$ is black. Agreeing with what occurs in cell."

Although $Ni(OH)_2$ is green and $Ni(OH)_3$ is black, it is not to be forgotten that after the first charge the active material is never visibly changed. If color changes are to be taken as a criterion, there would have to be some very conclusive proof furnished that there is a color change. Fifty percent of green should be readily visible by converting the black to a grey.

(3) This is already disposed of by your marginal note, and in fact the author is evidently not sure of the matter as he inserts "I believe". Mr. Kennedy is wrong on this point.

(4) "Shows that twice relative weight of Nickel Hydrate is needed as of iron or iron oxide for complete reaction. Agrees with cell conditions" If the term "Agrees with cell conditions" is intended to mean that twice the weight of nickel hydrate is actually put in the cell, it should be noted that 2.5 lbs. of hydrate and 2.2 lbs. of iron mix are put in an A4 cell. Perhaps the author means, not what we actually use, but what we should use.

April 9,1918
AP-21-1008

Mr. Kennedy is to be complimented for the novelty of his proposition, but if it was proposed for the purpose of displacing the old theory, I am afraid he will be disappointed in having his theory accepted. Unfortunately, the published formula requires some heats of formation which are not obtainable. Therefore, it is impossible to calculate the thermodynamics that you request. Since the published formula includes a solid solution action, Mr. Edison is undoubtedly correct.

Mr. Dobyns came to this laboratory, stating that you had requested him to think of some substance which would change the vapor tension of the electrolyte, thereby increasing the voltage of the cell. I told him that I was very doubtful if a change in the vapor tension would change the voltage of the cell to any appreciable extent, in fact I pointed out that oil on the top cell does not change the voltage. Mr. Dobyns later on delivered a copy of "The Theory of the Lead Accumulator" by Dolezalek from you, stating that in this book the effect of vapor tension on the voltage could be found. The book being in German makes it difficult to look all through, but the nearest that could be found was the chapter on the effect of increased external pressure. Since increased external pressure will raise the boiling point and the vapour tension is never determined per se, but is found by the change in boiling point, it follows that increased pressure must change the vapour tension. Since Dolezalek states that one hundred atmospheres only changed the voltage eleven ten-thousandths of a volt, it is clearly evident that this is not a profitable line to work upon.

A. PEDERSEN.

A. Pedersen

cf. R. A. Bachman.

Y r Maudrit Battery - Storage.

FROM THE EXPORT DIVISION OF EDISON STORAGE BATTERY COMPANY,
10 Fifth Avenue
NEW YORK CITY

May 21st, 1918.

Mr. Charles Edison:-

I would refer you to Mr. Edison's memo addressed to yourself dated April 15th, 1918, in reference to the attention given to the execution of Edison Accumulators' Storage Battery orders, also your notation thereon, reading as follows :

"Mr. Stevens - Please advise me"

As of Saturday May 18th we had on hand uncompleted Storage Battery orders with the Edison Storage Battery Company amounting to $356,795.00. This amount includes unfilled orders for account of Edison Accumulators, Limited, as of same date amounting to $185,207.21. Several of these orders have been standing open since October of last year, and we are constantly receiving letters from Mr. Monnot, indicating that his business is in a deplorable condition on account of our failure to make shipments. Mr. Monnot has enlisted the services of the British Government in his behalf, and through their medium representations have been made to the British Munitions Board's representative in New York, Sir Connop Guthrie, who is doing his utmost to provide space on such vessels as the Board may directly control. Only last week we were advised that they had space for 4 ton Storage Batteries, but the factory was unable to supply a single cell. The Export Division took over Edison Accumulators' business March 1st, 1918, and since that date, i.e. during approx. 2 1/2 months, we have shipped the following material :

772 A-4 Cells
192 A-5 "
96 A-6 "
60 A-8 "
60 A-10 "
42 W-1-T "
600 #20 Cans Electrolyte
50 Fillers
— miscellaneous parts

Mr. Monnot is particularly desirous of obtaining B-6 Cells, and he claims to have a large number of Elwell-Parker trucks ready, for which these cells are required. He also advises

having a number of Walker and Lanndon Chassis for which he requires A-4, A-8 and A-10 Cells.

In view of the large number of orders we have on hand for Edison Accumulators, Limited, many of which dating back five, six and seven months, we can quite appreciate that Mr. Komot is greatly exercised on account of the delay in executing same.

Further, he is constantly calling our attention to the clause in his agreement which reads as follows :

PAGE 3 - CLAUSE 5.-
"The Edison Storage Battery Company agrees to supply
"the Company (Edison Accumulators,Ltd.) with Edison
"Storage Batteries of the most improved standard com-
"mercial types, not to exceed a maximum of 3000 A-4
"Cells or their equivalent in A.H. capacity per month."

In view of present conditions as existing, we are fully protected in view of the following, which is part of clause 5:

"It is especially agreed that the Edison Storage Battery
"Company shall be relieved of all liability under this
"paragraph in case of the performance thereof is rendered
"impossible by fire, riot, strike, or the Act of God or
"the Public Enemy"

Edison Accumulators' Agents in New York, Messrs Balfour, Williamson & Co. have advised us that they are ready to take over immediately 500 cases Storage Battery material for account of Edison Accumulators, Ltd.

We recently received an order from Edison Accumulators, Limited, for 180 batteries of 21 cells type B-6 each, or a total of 3780 cells, and they stipulated that 16 batteries or 336 cells should be shipped every two weeks. In acknowledging receipt of this order, I advised them that we would do everything possible to facilitate shipments against same, but could not guarantee semi-monthly shipments as stipulated.

We have also a very large number of miscellaneous orders which have been standing open for several months, for some of which export licenses have been received and our clients are constantly urging us to make delivery.

A. H. JOHNSON & CO. LTD., CAPE TOWN,SO.AFRICA. We have the following orders on hand for these people for shipment to South Africa:

500 B-4 Cells	-	Placed	October 31st,1917
200 A-8-H	"	"	May 6th,1918
4000 B-6-H	"	"	May 4th,1918
180 A-8-H	"	"	May 14th,1918

/3/ Mr. Charles Edison.

I am in receipt of a cable from Messrs. A. H. Johnson & Co., Ltd., reading as follows:

"Government chartered special vessel sailing from States "end July - Space all our orders with you will be granted "this steamer if you can promise delivery cable immediately "can you supply"

The 4000 B-6-H Cells referred to above are for the South African Government Railways.

AGAR, CROSS & CO., BUENOS AIRES.- We have on order 700 B-2 Cells placed January 3rd, 1000 B-6 and 200 A-4 Cells placed April 12th.

Messrs Agar, Cross & Co. recently advised us that their Government licence had about expired and indicated that difficulties would be experienced in having this license renewed, but we were unable to make any deliveries.

ARTHUR BJERKEN, CHRISTIANIA, NORWAY.- We have orders for immediate delivery covering 450 A-6, 930 A-4 and 180 A-10 Cells.

THOMAS A. EDISON, INCORPORATED.- We have the following orders for shipment to our Sydney Office:

625 B-2 Cells	100 A-5 Cells
110 B-1-H "	85 A-8 "
260 B-4 "	10 G-4 "
100 B-6 "	10 G-6 "
450 A-4 "	130 E-20 "
198 A-6 "	

At the present time we are obliged to overcome almost unsurmountable difficulties in the matter of obtaining export licenses. If we finally succeed in obtaining a license for a stated number of cases and part shipment only is made, we must surrender the license and then obtain a new one for the balance of the shipment which means a further delay from one to two months.

C.E. will arrange with Mr. F. to have Mr. Saint to act in this capacity. Manager

The Government is constantly changing their policy in reference to granting export licenses and our position is becoming more difficult almost daily. I believe that some one in the Edison Storage Battery Company should be delegated to give particular attention to the execution of our orders, advising us daily, semi-weekly or weekly as to the battery material to be assigned to our orders, and co-operate with us in order that orders for which licenses have been received should be given preference. All things being equal, we would have no right to expect preferential treatment, but conditions at present in regard to making foreign shipments are so unusual and steamship space so scarce, that some preference should be given over domestic orders which can be shipped immediately the goods are ready without formalities.

WS—C WALTER STEVENS

BATTERY — STORAGE — EDISON STOR. BATT. CO.

May 24, 1918.

Mr. Charles Edison,

My Dear Charles:

ORGANIZATION:

Following Wednesday morning's meeting of the Board of Directors and the Executive Committee, I took my two good assistants, Messrs. Mudd and Marsh, to lunch with me, and in the course of conversation gave expression to my surprise that neither of them, as closely in touch with the business as they are, and being constantly in contact with all of the Storage Battery Company's problems and the members of its organization, etc., were able to put their finger on the cause of our difficulties, as indicated by the present situation, and the fact that it seems to be increasingly necessary to tie up more and more moneys in the business, which does not seem to be warranted by the volume of business which we are doing.

MANUFACTURING: Mr. Mudd asked me a few questions about Phonograph Works, and I explained to him that with Mr. Luhr constantly in the factory, going around from department to department, and knowing as he does most of our old men personally, and being an expert mechanical man, a very favorable condition exists throughout the Phonograph Works, due to the fact that the "big boss," as it were, is constantly in rather close touch with all of the men, and the men can at any time look up from their work and see him.

I explained to him that all of the Company's records, the computing of the time for payment of work, and the records in connection with the transfer of material from department to department, and the giving out of work to the men, and the records of the work which passes inspection, and so on, are all under the supervision of Mr. Howard Eckert, now Secretary of that Company, and formerly Assistant Treasurer, and that Mr. Eckert's previous training in the Treasury Department, where he has learned to know the value of money, places him in a frame of mind where he looks upon raw materials and work in process and finished parts, and instruments in the factory, as so much cash; whereas most men do not view them from the cash standpoint, and as a result thereof Mr. Eckert is trebly valuable to the organization,—much more valuable than the average man occupying a similar position, who does not take the same viewpoint of things.

Mr. Mudd enquired about George Owen. I explained that Mr. Owen occupies a sort of middle ground as it were; that he is neither giving

attention to the matters that are being looked after by Mr. Luhr, nor is he giving attention to the matters being looked after by Mr. Eckert, but his problem has been to maintain the flow of work through the Phonograph Works, to regulate the flow of incoming materials and the flow of outgoing finished product in accordance with our needs, and, in connection with this, tying up with Mr. Luhr on the one hand and with Mr. Eckert on the other, and that in this arrangement we have a combination that is hard to beat.

Today, following the Secretarial Conference (a weekly meeting which I organized a couple of years ago for the purpose of having the common problems of men doing a similar class of work brought up for co-operative discussion and result-getting recommendations and action) Mr. Mudd asked me if I would stop in the office for a little time on my way out of the Battery Company Building. This I did, and he referred to the conversation which we had had the day before yesterday, and said he had been giving the matter considerable thought, and had come to the conclusion that the Edison Storage Battery Company, as now organized, is suffering from a lack of management fully as much as the claim might have been made before the present scheme of organization was put into effect, that it was suffering from too much management. Mr. Mudd said: "Take, for example, the Phonograph Works. You told me the other day of the good results that are being obtained there. There is really no one in the Battery Company that is exercising fully the function which Mr. Luhr is exercising in connection with the Phonograph Works."

I presume that Mr. Mudd means that Mr. Monahan is the tool and equipment man, but is not so strong on the personal touch with the men. And whereas Mr. Bachman is strong on the personal touch with the men, he is not constantly in the factory in the way that Mr. Luhr is. This may be partly due to the fact that as General Manager he feels that a larger portion of his time must be devoted to matters of a general nature than is true in the case of Mr. Luhr, who more fully feels that he is Works Manager.

Mr. Mudd said: "Take the case of Mr. Eckert. I personally (Meaning himself) probably parallel Mr. Eckert more closely than anyone else in the organization, but whereas Mr. Eckert is able to give his entire time to the manufacturing problems I (meaning himself) must give my time to the selling problems, and to such problems as John V. Miller brings up to my attention, etc., etc. So that even I (meaning himself) am not able to maintain that same close contact with the situation that is possible in Howard Eckert's case."

"If this were not enough (continued Mr. Mudd) we have no man in the Manufacturing end of the Edison Storage Battery Company who corresponds to George Owen in the Phonograph Works. We have no man who is devoting his time entirely to the planning of work through the factory, to see that the minimum amount of treatment is required, and that the flow of value is maintained normally, and so on."

(You know I have been drawing to the attention of everyone in the Battery Company that I do not see how they can properly balance the situation without bills of material, so that when they know it is necessary to produce so many G-8 cells, or when they receive an enquiry from the Government respecting the

manufacture of C-4 cells, they would know what quantities of materials are represented, in order to fill an order, and they could start their materials coming in and have everything flow through in a normal manner.)

"Since you," said Mr. Mudd, addressing me, "have drawn to my attention the fact that we have no bills of materials corresponding to our complete cells, I have been giving a little thought to this problem, and I believe that I can very quickly devise an automatic scheme for controlling the situation, which is something we absolutely must have. But of course if I undertake to do this it will mean the neglect of my regular duties as Secretary of the Company, and you are asking me to maintain all of our relations at a very high standard, which I am anxious to do, and which in reality it is my real work to do and work which I like and am perfectly satisfied and contented to do--the work in which I am happy. But if I am not to do these things it is very evident that some one should be found to do them."

In other words, Mr. Mudd has found that we have no real planning head for the Edison Storage Battery Company that corresponds to the function that we hope Mr. Owen is going to perform satisfactorily in the Phonograph Works.

As you probably have observed, I have been trying to bolster up this weakness through my assistant, Mr. Marsh, but this is only a temporary expedient and not one on which I expect to base permanent success. It is an expedient which I have adopted because I rather felt it would be difficult to introduce a new man into the Edison Storage Battery Company organization to fulfil this need to which Mr. Mudd gives expression.

I thought it would be of interest to you to know that independently of my own thought another man closely in touch with the Edison Storage Battery Company situation has arrived at the same conclusion.

SELLING: I was just on the point of leaving Mr. Mudd, after we had discussed several other matters, when he called me back and said:

"There is another thing along this same line of organization, and that is, we ought to have a Manager of Sales who is here all the time. We should have some one here to whom all the business matters of the Selling Division can be referred, and who will decide things and give the 'Yes' or 'No.' It is all right--in fact we should have a General Sales Manager who is constantly out and meeting our customers, and fingering up our salesmen, and doing the hand-shaking, and so on. But it is not right to have the same man exercising both functions, because when this same man is away there is nobody to decide the things which come up for decision in the selling branch of the business.

"We have grown to the point now when the number of these things coming up is constantly increasing. There are all kinds of contracts, and matters of a follow-up nature, in connection with which the proper attention means promotion of the Company's interests, and saving of many dollars, and at the present time these matters are being rather bandied around from floor to floor because of lack of such a man."

This will be a matter of interest to you (Mr. Charles Edison) in view of the recent conversations which we have had with Mr. Thompson, and confirms the fact that the need exists in the Edison Storage Battery Company for some one to take the place of Charlie Poyer.

Mr. Madd said that such a man should be of the business manager type; that to save a little money in salaries the Storage Battery Company is now running an enormous risk by not having enough business judgment to be able to satisfactorily handle all the matters which are coming up from time to time.

Mr. Madd gave expression to the thought that he was trying to fulfil these needs at the present time probably more than any of the other officers of the Company realized, and was perfectly willing to go on trying to fulfil these needs--in fact he was not trying to get out from under any work, but he wanted to see this Storage Battery Company takes its proper place in the industrial world, and he felt that at the present time it was being handicapped because of a lack of sufficient business heads to fulfil the needs, and to take advantage of every possible opportunity which presented itself for the conservation of the Company's real resources, the upbuilding of its future, and the making of present savings.

In the light of our present situation in the Battery Company, which, as you know, I have been unable to explain to myself on any reasonable basis, and which I believe you likewise have been unable to explain to your own satisfaction, or have anyone else explain it to your satisfaction, the above remarks are very pertinent. I do believe that if the men immediately in touch with the problems of this big business do not themselves see the necessity or feel inclined to recognize the need of additional strength in the form of added business management, we will have to quietly and agreeably bring them to the point where they do see it, because the interests which we have at stake are entirely too great to continue the situation as at present.

Sincerely yours,

AEW

BATTERY - STORAGE -

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN OF THE BOARD

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

THOMAS A. EDISON PRESIDENT
B. S. HANKERT VICE-PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. SAUNDERS VICE-PRESIDENT AND GENERAL MANAGER
H. O. THOMPSON SECRETARY AND GENERAL SALES MANAGER
H. F. MILLER TREASURER
ARTHUR HUDD SECRETARY

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

CONFERENCE, JUNE 10, 1918.

Present: Mr. Charles Edison
Mr. M.M. Jones
Mr. C.S.A. Williams

Subject: Procedure in Tube Inspection and Tube Assembly Departments relative to production Campaign.

GENERAL CONCLUSION: That wherever possible and as far as possible girls be put on the work in these two Departments, rather than men, since there seems to be no job except graphiting that is unsuitable to women.

A scheme of promotion to be worked out, along the following lines:

(Outline by Mr. Jones): The first thing is to bring Miss Myrna Brown into the Department as Instructress, to set up a training room in one section, properly separated from the balance of the room. Instructress to receive all applicants for work when sent from Employment Department, and to definitely check the following points:

1. That the work is satisfactory to the applicant.

2. That it is convenient to her residence.

3. That the rate of pay is satisfactory.

4. That she is a type that fits into the program of the Department.

If the candidate satisfactorily passes these points she is then to be definitely engaged, with instructions to report to the Instructress at a certain time. When she reports she will have proper card, and Instructress will take her to the time-clock, describe the reason for the use of the time-card, and how to use it. She will then show worker where to hang clothing, explain when she will be paid, and location of toilets.

Worker will then be taken to training room and started at the foot of the class. If several girls are started the same day they will group themselves around the table, and the Instructress will point out;

1. Just what the operation is.

2. Where the part fits in to the Storage Battery.

3. The part it performs in the Storage Battery.

4. The purpose of a Storage Battery.

5. Brief statement of how it was developed by Mr. Edison.

Workers will then be assigned to tables according to ability. The One who seems to grasp the most readily will be placed farthest up the line, and the poorest at the bottom. Instructress to circulate back and forth between them constantly, until they seem to be doing the work satisfactorily.

Study to be made so that proper production is determined, and worker goes out on to floor when she reaches the proper figure.

When worker who leaves the head of the class to go on the floor is placed, she should be very carefully analysed, and seated beside a woman of corresponding temperament, or at least such arrangement made that two personalities which will clash are not placed together. She should be introduced to her neighbor, and first name should be used.

Supervisor of group to be with head Instructress, and take the worker into custody at this point.

Supervisor to work on the basis of prevention rather than cure, inspecting production constantly, to make certain that the amount of spoiled material is held at a minimum.

Two rest periods, or more if necessary of shorter duration, in the forenoon, and the same in the afternoon. Everybody to be required to stop work at that time, to get out, move around, have the windows thrown open, etc.

Girls on capping to be promoted through progressive arrangements of operations to positions as supervisors, and to inspection positions where need exists.

The actual statements the Instructresses are going to say to the girls should be worked out, so that they always say the same thing, and said in the spirit of a salesman.

(Mr. Williams): To get something started, I suggest that we get Miss Brown over here as Instructress and forelady, and let her work with some of the girls, let her learn some operations, some of Archer's job, until she is familiar with the work, and let her pick out some of the best girls for

examples. Then you have established a table as a group of standard workers, and you can say to the others, "This is what we want you girls to aspire to, to work up to the same speed that this other table is going.

(Mr. Charles Edison): But I would rather work out what we want her to do first, instead of having her come over, and simply say, "Go ahead and do the work."

(Mr. Jones): The first thing she must do is to decide which girls she is going to take first; and then in what units the groups should be, six, ten, twenty—

(Mr. Charles Edison): Another thing is how many supervisors there will be.

(Mr. Jones): That depends on production.

(Mr. Charles Edison): They wont be producers.

(Mr. Jones) They will be at least 40% producers. They will do a certain amount. We will say, "We will expect you to turn out so much production as an example to the others. When the girls get tired they should be stimulated by your example."

(Mr. Charles Edison): You would not expect the Instructress to be a producer.

(Mr. Jones): I would expect her to have a machine in front of her, and say, "We don't expect you to make things, that is not a part of your job, but it is a part of your job to encourage the others, and of course they cannot be expected to do what you cannot do yourself, or would not do.

(Mr. Charles Edison) I would not want to pay the supervisors piece-work.

(Mr. Jones) I would not either. Give the supervisor a bonus on the basis of the production of her unit. If the bonus be for improvement in work she would get part of the bonus for making it. Maybe the rates to the whole group should be on the gang basis. That should be considered. If we give gang rates and one girl stays out that spoils it.

(Mr. Williams): I want to get hold of Hasen or somebody, and get each of these operations, and see if there is any difference in production of different sized tubes. On some operations the speed is the same. For instance, on reaming it is a little slower on the 3/16 than on the 1/4 inch. Want to get those differences down and go right through the department, and make up an operation sheet, and show what we consider straight production, and what are the rates and what they should be able to earn.

(Mr. Jones): Im proceeding to classify the jobs we should take the initial step and classify all the jobs in the plant. We should have that in mind. Sooner or later we are going to set the jobs up on a proper basis. We will start with rough labor. A tool machine operator is in the same rela-

tion to rough labor that 60 is to 40. Set those relations up. Then we can say our base rate is 40 cents an hour. Then it automatically follows that screw machine operators get a third more, or whatever that is. We ought to set up a relation in all of our plants. Whenever we change rates we merely change the base rates, and unless thereis something fundamentally wrong with the relationship do not interfere with it at all. That is something we have in mind doing.

(Mr. Charles Edison): We ought to immediately get busy on the dressing rooms and toilets. Whoever the man is ought to get busy. Would it not be a good plan to tell these girls that we are going to pick out one of the best a week from now--some girls to act as supervisors?

(Mr. Jones): I would first get them on the basis of seniority, and general all-round approachability, that is the first thing. They have to be approachable. Then the next thing is ability to describe, to teach. The next thing is term of service here. Before that I would get their own individual production back over a period.

(Mr. Williams): Take Miss Brown's operations. Start in the first operation--start pushing the production, and try to speed it up. Take the various steps, capping or whatever operation comes first, line that up, train the girls to see that they are all working toward one end, and have the fullest opportunity to get ahead. We will have time to judge just which is the best worker, and pick one girl to be over the whole group where she shows up best. Then take the best girl outside of her in that group and divide it into two sections. Then go on to the next group, and clean up that way, and get ~~some~~ one girl supervisor over each group who is to take every new girl and start her in and see that she is properly trained.

Conclusion: Miss Brown will start working in the capping operations until she is familiar enough with the operations to pick out the good workers who will be suitable for working supervisors as well as a woman to replace her as the head supervisor of the capping operations.

She will also determine whether it will be best to have a separate school of instruction for the new girls, or whether to break them in right on the job.

The matter will be further discussed with Miss Brown, Miss Goodwin and Miss Whittingham, at 9.30 Tuesday morning, June 11.

A.E. Williamson.

2683-25C-318

EDISON STORAGE BATTERY COMPANY
Memorandum

June 14, 1918

Mr. Chas. Edison,
Laboratory.

Noted TAE

My dear Charles:

In reference to our conversation in the Library yesterday, I thought further to give you some real data as to why our production was really curtailed in the Edison Storage Battery Co. during the time we took on Government orders.

If you had consulted the minutes that should be available of the meetings held in the Laboratory, especially the Executive meetings, where we had a Secretary to take notes of everything that was said (I am not familiar as to what happens to these records but believe they should be accessible to you so you could get any information and use them at any time) you should have been informed as to the conditions and our inability to produce our usual schedule at each meeting.

In order to relieve you of going through these records, I am giving you herewith a report in detail.

In addition to this report I will have a sample of each order in the Library to show you what has been done; steel boxes, new type battery, and the non-spillable valve which had to be developed and tools made for same at a time when the Personnel Service Department was unable to secure help.

We are shy at least 40 men in our Tool Room today, all of which you were familiar with and I had written you a pleading letter to assist me, through the Personnel Department, to get help for the Storage Battery Company, or place someone in charge of the Personnel Department with ability to do so and work closer with the Edison Storage Battery foremen.

Following is my report:

1st: Production lost due to scarcity and poor quality of iron. 30% loss in production February 2nd to March 9th, 18,660 A-4 equivalent cells.

2nd: Production lost due to shut downs by Fuel Administration. 9 days @ 1750 per day, 15,750 cells.

3rd: Production lost due to lack of and inability to get help. Running with average of 90% - 14,500 cells.

4th: Production lost on account of the necessity of changing over tools from 1/4" to 3/16" tubes. March 9th to April 13th, loss in cells, 12,500 and loss of stock of plates for 4,000 cells.

5th: Time lost by Tool Room on account of making up cells for Signal Corps by hand, by order of United States Government, thereby delaying our tool room in keeping up our tools and producing new tools. January, 120 cells for Liberty Motor; February, 140 cells for Signal Corps, 25% of Tool Room 3-1/2 weeks.

9-63-25C-315

EDISON STORAGE BATTERY COMPANY

Memorandum

Chas.Edison "2" 6/14/18

6th: Production lost through strike in Iron Load Department May 10th 1/2 day, 990 cells.

7th: Production lost through strikes in Tube Assembly and Tube Loading departments weeks ending March 2nd and May 18th, 3,750 cells

8th: Production lost on account of help staying out. Average 5% of total, 7,025 cells

9th: Delay on account of non-spillable valve, six weeks.

Total loss of production due to above causes, 73,175 cells

CC S.B.Mambert
T.A.Edison

Robert A Bachman

1367-SM917

Battery-Storage

SECRETARIAL SERVICE DEPARTMENT OF EDISON STORAGE BATTERY COMPANY

MEMORANDUM NO. 177

FUNCTION Edison Storage Battery Co.

June 15, 1918.

SUBJECT Export Division

Mr. H.G.Thompson, Vice President and Gen'l Sales Manager

for Mr. I.N.Davies Office Manager

for Mr. W.Bremer Bill Clerk

Yesterday I paid my first visit to our new Selling Division, the Export Division of E. S. B. Co. in New York City to go over their accounting, and in this connection several matters came up which I thought best to reduce to memorandum form for your information.

Mr. Stevens is in urgent need of a complete copy of our price list on parts. I understand that he sent a man here to make a copy of Mr. Bremer's book. I would advocate that the billing department of Export Division be given the same information as the billing department of the Selling Division, as they have the same problems confronting them in regard to making out invoices. Copies of all data which will be useful should be supplied them.

The shipping department is requested to date all packing lists for the Export Division with the date that the shipment is finished packed, regardless of whether the same is shipped or not. This information will be of material assistance to Mr. Stevens.

I would suggest that you have Mr. Veale furnish Mr. Stevens each week with a list of orders ready for shipment. These possibly could be made up late Friday afternoon and mailed on Saturday morning so Mr. Stevens could have them the first thing Monday morning, which would enable him to plan his week's work.

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ARTHUR MUDD, Secretary,
Edison Storage Battery Co.

CC Mr. Van Nuise, Mr. Jacobsen.

Mr. Mambert, confidential:

There is something radically wrong in the relations of the two selling divisions. It is too bad that we waste our time arguing about internal things when we should be devoting our energies to production and sales.

I spent a very profitable half day with Mr. Stevens. We went over matters with regard to accounting at the new Export Division of E. S. B. Co. and I think we are going to get along very nicely. Mr. Stevens wants to do things the way they should be done and the way we want them done, and it is certainly a pleasure to deal with a man of his type.

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ARTHUR MUDD, Secretary.

Battery-Storage

Mr. S. B. Mumbert:

June 19, 1918

Interests
Nickel.

DIRECTORS,
Edison Storage Battery Co:

I attach hereto copy of our contract with the International Nickel Company. The Government price of nickel has been established at 35¢ and the International Nickel Company advise us that we are the only one of their customers now paying less than the Government price for our nickel and have asked us to bring up our price on reduced nickel to 55¢ per pound at once. On the basis of our present deliveries of approximately 80,000 pounds per month, this would mean an increase of $4,000.00 per month. Our present contract has 18 months to run. It is fair to assume that the increase will mean at least $4,000.00 per month during that entire period.

They are willing to consider redrawing the contract on the basis of a further extended period at this time.

Your especial attention is invited to the two closing paragraphs of the contract. They make no claims with reference to their costs being greater from the standpoint emphasized in this paragraph; that is, Governmental restrictions in the import or export of materials. These have remained unchanged and any change which would effect us would naturally effect their entire operation so that this clause is not pertinent at this time. The final clause of the contract is, of course, a very particular one and reduces the contract to the intent back of it.

The International Nickel Company have always been able to deliver material as rapidly as we needed same and they now advise me that they will continue to do so just so long as our account is paid promptly within the ten day period and they cannot make shipments if there are unpaid bills on hand when shipment must be made and on this platform they stand.

The very advantageous feature of the contract is the fact that our needs are covered in a very peculiar way with a minimum of 5,000 lbs. per contract year and a maximum of 2,000,000 lbs. per year. The question presented is whether or not it is good business policy since our requirements are confined to one source of supply and grant them the increased price which would cost us in round figures $72,000.00 under the unexpired term of the contract and negotiate a new contract subject to decline when prices return to a more normal condition or to insist upon the filling of our contract, permitting us to meet the situation as we best may with the International Nickel or another possible source of supply on January 1st, 1920.

RECOMMENDATION: If the Directors of the Edison Storage Battery Company feel that a new source of supply can be made available by the first of January 1920, the undersigned recommends that we stand on our contract price. If, however, we are tied indefinitely to the International Nickel Company, I then believe it the course of wisdom to grant the desired increase at this time.

I promised to advise the International Nickel Company our conclusion in the premises not later than the 27th of June.

A. C. Emery

ACE:HJR

[ATTACHMENT]

The International Nickel Company
43 Exchange Place,
New York City

A G R E E M E N T dated June eighteenth 1924.

THE INTERNATIONAL NICKEL COMPANY, hereinafter called the "Seller, and EDISON STORAGE BATTERY COMPANY of Orange, New Jersey, hereinafter called the "Buyer", do hereby agree as follows:

During the period beginning January 1st, 1915 and ending December 31st, 1919 the Seller shall sell and deliver to the Buyer, and the Buyer shall purchase from the Seller, upon the terms and conditions hereinafter set forth, all the nickel in any form or combination which shall, during said period, be used in manufacture in any works which the Buyer may, either directly or indirectly (as by stock ownership), own, operate, lease or control; PROVIDED, however, that the amount of such nickel shall in no event be less than 8,000 lbs. per contract year, and that the Seller may elect not to sell and deliver to the Buyer in excess of 2,000,000 lbs. per contract year.

The Buyer shall give to the Seller at least thirty (30) days written notice of its nickel requirements. Should such requirements exceed 100,000 lbs. in any calendar month at least sixty (60) days such notice shall be given. The Seller shall fill all orders with reasonable promptness.

All nickel deliveries hereunder shall conform to the following specifications:

FORM: Reduced Nickel; Metallic Nickel in Shot, Plaquettes or Blocks; and Metallic Nickel in Bars 1-1/2" x 2-1/2" x 30" or 1-1/2" x 5" x 20".

QUALITY: For Reduced Nickel 96% Metallic Nickel Contents, For Metallic Nickel as above 99% Nickel Contents.

All cobalt contained in nickel delivered hereunder shall be considered to be, and shall be paid for as, nickel.

The Buyer shall receive and pay for all nickel deliverable hereunder according to the following terms and conditions:

PRICE per pound: For Reduced Nickel 30¢; for Metallic Nickel as above 35¢

TERMS: Net cash ten days from date of Seller's invoice; payment to be made to Seller, or to any agent expressly designated by Seller to receive such payment, in funds payable at par in New York City.

All nickel deliverable by the Seller hereunder shall be delivered F. O. B. Cars at Seller's Works, at Bayonne, N. J.

[ATTACHMENT]

If, at any time, and so long as, the Government of the United States, the Dominion of Canada, or any of the latter's provinces shall in any way restrict or affect the import or export of nickel ore, copper nickel ore, nickel matte, copper nickel matte, nickel oxide or nickel metal and thereby increase the cost of finished nickel to the Seller at its delivery point at Bayonne, N. J., the Seller may increase the price of all nickel deliverable under this contract by the amount of such increase of cost. The Seller shall, however, give written notice to the Buyer of any such increase of cost and the Buyer may thereupon within thirty days of the receipt of such notice terminate this contract by giving written notice to the Seller of its desire so to do.

If, xxx by reason of acts of God, strikes or other causes beyond its control, the Seller shall be unable to make delivery of nickel hereunder, or if, for similar reasons, the Buyer shall be unable to receive deliveries hereunder, this agreement shall be suspended so long as such conditions shall continue.

THE INTERNATIONAL NICKEL COMPANY

(signed) W. A. Bostwick

ASSISTANT TO THE PRESIDENT

(signed) Thos. A. Edison, President

for

EDISON STORAGE BATTERY COMPANY

Battery-Storage

Purchasing Service Department Memorandum:

In reply refer to:
A;

June 28, 1918.

Directors: Edison Storage Battery Company.

Subject: International Nickel Company.

The undersigned desires to report the result of a further interview with the representative of the International Nickel Company. Mr. Lawson stated that at the request of the Government he had visited Washington last week, and had been instructed that the shortage of nickel made it necessary for them to very carefully allocate every pound of nickel available, at least during the remainder of this year, and he wished to know just what use we were making of the nickel they were furnishing us. I explained to him in detail, and he has assured me that they will treat every phase of our requirements as absolutely essential, and rate us on deliveries accordingly.

The International Nickel Company will manufacture anodes in accordance with any reasonable design which we may submit, and in consideration of this they ask that if an economy is effected that we grant them an increased price from 35 cents per pound to 38 cents per pound, the latter being the Government price.

Mr. Lawson agreed upon my explanation that since we have approximately $3,000,000.00 worth of unfilled orders on which we would suffer a loss of approximately $30,000.00 if we increased reduced nickel from 30 cents a pound to the Government price of 35 cents a pound, that in consideration of our agreeing to the increased rate, following our present commitments, they would continue deliveries this year at contract price. This would mean the new price would be effective about January 1st.

The International Nickel Company wish us to study our shot nickel situation and ask if we cannot use a lower carbon nickel, as there is a particular need for the high carbon shot nickel we are now redeiving.

I promised to submit the foregoing facts to the Board of Directors, and to advise Mr. Lawson of your final decision in the matter within a fortnight.

Respectfully submitted,

(Signed) A. C. Emery.

ACE:EF

"Marsh: Wish to thoroughly know about this situation.
Return this after thorough investigation.
"Mambert."

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN OF THE BOARD.

THOMAS A. EDISON
PRESIDENT

Thomas A. Edison

ORANGE, N.J. U.S.A.

THOMAS A. EDISON, PRESIDENT
STEPHEN G. PARMENTER 1st VICE PRESIDENT AND GENERAL DIRECTOR OF PURCHASING
ROBERT A. CHANDLER 2nd VICE PRESIDENT AND GENERAL SELLING MANAGER
H. G. THOMPSON 3rd VICE PRESIDENT AND GENERAL MANUFACTURER
H. F. HILLER TREASURER
ARTHUR HUDD SECRETARY

IN REPLYING
ADDRESS THE COMPANY
AND REFER TO

August 1,
1918

TO ALL
EDISON
STORAGE
BATTERY
EMPLOYEES:

Subject: Your Part in Helping to Win the War.

1. Storage batteries are very essential in winning the war; that is one thing every employee in the Edison Storage Battery Company should realize.

2. Lack of storage batteries means delay in making and handling munitions; delay in handling Army and Navy supplies at terminals, warehouses and docks; delay in coal mining; delay in lumber shipments and ship building, etc., etc.

3. Airplane wireless outfits, mine locomotives, industrial trucks and tractors, electric safety mine lamps, and many other kinds of apparatus used in the war, must be provided with storage batteries or they cannot be operated.

4. Delay must be overcome. Every American or Allied citizen will do his bit to increase production; it is his part in winning the war.

5. Every Monday and Thursday, our Advertising Department will send your Foreman a supply of bulletins containing reproduced photographs showing what some of the storage batteries which you have helped to make are doing to win the war.

6. These bulletins are for you. Take them home. Show them to your friends. Let them know how you are doing "your bit."

7. Remember our part (yours and mine) is to make more storage batteries, and then more storage batteries, and then MORE storage batteries until the war is won by the Allies.

Thomas A. Edison.

2000-12m1T8

EDISON STORAGE BATTERY COMPANY

MEMORANDUM

August 29, 1916.
LL/RS

Mr. Meadowcroft:

Please advise Mr. Edison that for over two months I have been trying to obtain some nickel hydrate with bismuth added in order to carry out the tests he wanted made.

Orders were sent to Silver Lake two months ago and several additional requests for this material have been made, but every request has been met by the statement that no bismuth is obtainable. This is probably true, and this note is not to complain of the Chemical Works, but to advise Mr. Edison that I have neither forgotten nor neglected this experiment.

As soon as the necessary materials are delivered, I will begin these tests immediately.

LAMAR LYNDON.

2683-25C-318

Battery Storage - Edison Stor. Batt. Co.

EDISON STORAGE BATTERY COMPANY

Memorandum

August 29, 1918.

LL/HS

Mr. Charles Edison:

Pursuant to your request, I am suggesting a general policy for conduct of Research Department.

(1) The labor market demands that women - not girls - be substituted for the present staff of observers.

The young men now in the Department appear to have no interest in their work and when under no authoritative observation, spend their time in sky-larking, yelling and swearing to such an extent that even the neighboring residents have complained.

This condition has not improved, but is apparently worse.

(2) The male staff should consist of:

(a) One Head of the Department who would oversee it, and be responsible for its conduct and results.

He should have some reasonable hours in the daytime and be required to visit the Department at least 3 times weekly at night and have a general idea of how the work is being conducted during the night shifts. He should be a man of sufficient age to command the obedience of the staff under him and compel efficient work.

He should be something of an electro-chemist though not necessarily a skilled one. Mr. Pedersen and myself can furnish the needed knowledge if the Head knows enough to understand the principles and reasons for suggested investigations.

Such a man would be about 25 years old and at the present, rates of employment would cost about $65.00 per week.

(b) One assistant to the Head of the Department. Mr. Cook would be an excellent man for this. His hours should not be exactly the same as those of the Head. He should report about 2 hours later in the morning and stay 2 hours later in the evening, so that there would be 10 hours each day of practically direct management by the Head and his Deputy.

(c) One Man to take charge after the assistant Head leaves. Albrecht would be a good man.

(d) One Man to take charge after second man (c) leaves. He would stay until the assistant would come in on the following day and in this way have 2 hours on duty while the Head is in the office. He can report and discuss the work of the previous evening with the Head of the Department, so that the responsible manager would be in personal contact with 2 of the 3 shifts.

(e) One man for plotting curves and doing other work of a like character. Day shift.

FORM 1804-2-17-10M

EDISON STORAGE BATTERY COMPANY
MEMORANDUM

August 29, 1918.
LL/RS

(2).

(f) One assistant for two night shifts. That is the one man would come on after the first night shift and stay until two or three hours after the second night shift had come on.

(3) The female staff would consist of such a number of women as the conditions would require. One of these, on the day shift, should be a good stenographer and typewriter so that all notes could be neatly kept and in triplicate. She should also file records and keep up all file indexes. The general specifications for these women would be:

(a) Not under 25 years old, preferably over 28.

(b) Neat, clean and careful of their persons. Only women of this type will be careful about making exact observations of scientific experiments.

(c) No "good lookers". The less personally attractive, the better for the work.

(d) In case matrons are required for the night shift, they should be middle aged, say 38 to 42 years old. Young women could not exercise the requisite authority. Old women have not enough energy.

Matrons in every case should perform work and have regular duties in addition to supervision of the female staff.

These suggestinns would of course be modified after a little practical experience in running the Research Department after the manner outlined.

LAMAR LYNDON.

Battery — Storage

EDISON STORAGE BATTERY COMPANY

INVENTORIES AS AT AUG. 31, 1918.

EDISON CHEMICAL WORKS DIVISION			
Material & Supplies			
Reduced Nickel	19,600.00		
Tube Ends	30,800.00		
Iron	36,700.00		
Sheared Bars	2,800.00		
Mercury	2,900.00		
Acids	7,100.00		
Oxides (Retained from Charge)	28,300.00		
Potash	4,200.00		
Soda	5,200.00		
Coke	6,700.00		
Fuel Oil	1,600.00		
Mill Supplies & Misc	45,700.00	191,500.00	
Work in Process			
Nickel	123,750.00		
Iron	60,500.00		
Chemicals in process	29,300.00	213,500.00	
Finished Stock			
Iron	59,400.00		
Nickel	36,700.00		
Mercury Oxides	6,800.00		
Reclaimed Iron	900.00		
Anodes	1,100.00	104,900.00	509,900.00
Phenol Resin & Wax Dept			
Material & Supplies			
Phenol	14,100.00		
Cartons and cases	5,700.00		
Stearic Acid	4,600.00	24,400.00	
Work in Process			
Blanks		3,800.00	
Finished Stock			
Blanks		13,500.00	41,700.00
MANUFACTURING DIVISION			
Material & Supplies			
Steel	450,000.00		
Tool Room stock	9,700.00		
Mill Supplies & Misc	52,100.00		
Lumber	34,700.00	547,000.00	
Work in Process			
Finished cells assmbld	88,300.00		
" " filled	289,300.00		
Rubber parts	116,100.00		
Hydrate	40,400.00		
Iron	35,100.00		
Steel Parts	769,700.00		

Cord Tying
Wheat Heard

3750

Rolling Mill Dept	10,200.00		
Box & Tray Dept	14,000.00		
Manufacturing orders	133,400.00		
Jobbing orders covering work for various Div's	47,500.00	1,544,000.00	2,091,000.00
SELLING DIVISION			
Finished Stock			
Finished cells assembld	2,500.00		
" " filled #1	285,500.00		
" " " #2	21,200.00		
3rd class " in transit	4,300.00		
Parts	48,000.00		
Trays	1,700.00		
Battery Rental	8,300.00		
House Lighting Equipt	2,500.00		
Mine Lamp Accessories	1,400.00		
Stock at New York	11,100.00		
" at Chicago	9,200.00		
Cells on consignment	16,600.00	412,300.00	
Repair Department			
Work in process			
3rd class cells	5,600.00		
Repair orders	14,700.00	20,300.00	432,600.00
EXPORT DIVISION			
Finished stock ready for shipment		2,600.00	2,600.00
POWER SERVICE DIVISION			
Coal	31,000.00		
Repair parts & supplies	3,000.00		34,000.00
			3,111,800.00
CONTROL DIVISION			
Reserve for			
Int. on Investment	129,000.00		
Administrative Exp	27,000.00		
2nd class cells	22,000.00		
Slow moving & obsolete stk	50,000.00		228,000.00
			2,883,800.00
EDISON STORAGE BATTERY SUPPLY CO.			
Pacific Coast	72,300.00		
Boston	5,100.00		
Philadelphia	600.00		
Control, battery rental	51,400.00		129,400.00
			$3,013,200.00

Total $3 1/4 Million

Sl. Battery Surplus.

Battery - Storage - Edison Storage Battery Co.

EXPERIMENTAL AND DEVELOPMENT ENGINEERING SERVICE
LABORATORY OF THOMAS A. EDISON.

TO:- Mr. Charles Edison

REFER TO MEMO. #A-106

SUBJECT:- Storage Battery Engineering Department

DATE: September 16th, 1918

REFER TO:-

FROM:- John P. Constable

S.P.C. This looks ok - See H. Smith & then see me together. 10/24/18

Being a very cold and wintry day I am confined to my office and am consequently getting down to my promise of writing out for you my ideas in connection with the Storage Battery Engineering Department, as per our conversation of last week.

I quite agree with you that the Engineering Department of as large a Division as the Storage Battery should come directly under the General Manager of that Division and be responsible to him, and yet be connected with the Central Engineering Head to promote the standardization of methods and the most economical use of general engineering facilities.

My recommendation is that you establish an Engineering organization in the Storage Battery along the following lines:

1 - That you appoint a Product Engineer.

If the Storage Battery Company were entirely separate from any other Company the Product Engineer would probably have the title of Chief Engineer, but to avoid duplication of titles, and in order that the centralization scheme may be worked out, I would suggest using the title "Product Engineer".

I recommend that Mr. Harold Smith be appointed to this position, and that he report directly to you, or to whoever you put in charge of the Storage Battery, but he would be affiliated with me, as Chief Engineer, and with the Product Engineers of other Divisions for our mutual cooperation and benefit.

The Product Engineers' duties can best be summarized by saying that he is Mr. Edison's direct representative in that Division, and should consider the engineering end of the business as a whole, as Mr. Edison would if he were there in person. In other words, the Product Engineer should keep in touch with the Sales Department and the performance of the product in the field. He should also keep in touch with the Manufacturing Department as to methods of manufacture to produce uniformity, production and low costs, consistent with quality up to Mr. Edison's standard.

In order for him to fulfill these functions it will be necessary for him to have experimental facilities and research facilities for determining causes of irregular performances either in the field or in the factory, and also testing facilities to assure himself of the

Copies to:-

EXPERIMENTAL AND DEVELOPMENT ENGINEERING SERVICE
LABORATORY OF THOMAS A. EDISON.

TO:- Mr. Charles Edison REFER TO MEMO. # A2-106

SUBJECT:- Storage Battery Engineering Department DATE: September 18th,1918.

REFER TO:-

FROM:- John P. Constable

uniformity and quality of the product.

I would recommend that you outline the following organization:

1 - Mr. Harold Smith as Product Engineer. Reporting to Mr. Smith an Experimental and Research Department, now represented, I believe, by Mr. Lyndon.

2 - A Development Department, as now represented by Mr. Peterson's activities.

3 - A Testing Department, as now represented by Mr. Cook, and the present Research Department.

I believe that this end of the business should not be called "Research" as it is really check testing the various products and is largely a routine matter.

With these three main functions directly under your Product Engineer, I believe that you should leave the details of working this organization out to him.

As the Storage Battery Manufacturing Department is so closely allied to the Storage Battery Chemical Works, I would also recommend at the same time that you appoint Mr. H. H. Cox, Product Engineer for the Chemical Works, and that he be given the responsibility and authority necessary to fill that position. Mr. Cox already has, through the Laboratory Organization at Silver Lake, the necessary experimental and research facilities, and testing facilities.

It is my idea that the Central Laboratory, with Mr. Stewart as Manager, will furnish the necessary facilities along these lines for the Product Engineers of the Silver Lake Divisions. Mr. Cox and Mr. Smith, of course, will be very closely related.

I have talked this organization over with Messrs. Stewart, Cox, Smith and Monohan and the above is endorsed by them all.

In our conversation you brought up the question "of how far the Product Engineer was interested in process and manufacture?" The Product Engineer is naturally interested in everything pertaining to his product, and should have at any rate an advisory say in such matters. Consequently, I think it would be advisable to ask Mr. Smith to appoint a Manufacturing Committee in the Storage

Copies to:-

EXPERIMENTAL AND DEVELOPMENT ENGINEERING SERVICE
LABORATORY OF THOMAS A. EDISON.

TO:- Mr. Charles Edison

REFER TO MEMO. # A2-106

SUBJECT:- Storage Battery Engineering Department

DATE: September 18th, 1918.

REFER TO:-

FROM:- John P. Constable

Battery, consisting of himself and Mr. Monahan, Mr. Roscoe Smith, and any others whom he may need so they can frequently discuss the various problems which are so closely inter-related.

I trust the above will meet with your approval, and I am sure that if you will start Mr. Smith and Mr. Cox off with the proper "punch" that the organization will work itself out very smoothly.

JPC:GAF

Copies to:- file:

1935-2-5M-1217

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

THOMAS A. EDISON PRESIDENT.
S. S. MANDERY VICE-PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. BACHMAN VICE-PRESIDENT AND GENERAL MANAGER
H. O. THOMPSON VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. HILLER TREASURER
ARTHUR HUDD SECRETARY

December 27, 1918.

Dear Mr. Thompson:

Peace talk brings with it a train of discussion which in business circles sooner or later gravitates to whether or not sales prices should be decreased and if so, when they should be decreased. Already prices of automobiles have in some cases been greatly cut, with more to follow.

With this in mind you will no doubt be interested in my thoughts on the matter of price reduction at the present time and since the Marmon Automobile Company has already given voice to some of my thoughts, I am passing them on to you.

Looking at the matter from the true standpoint of the fundamentals underlying price reduction we find -

(1) There has been no reduction in the cost of labor and materials entering into our Edison Storage Batteries. Not only that but we must contract now for materials to be used some time hence. THE MATERIAL MARKET AT THIS MOMENT IS HIGHER THAN IT HAS EVER BEEN, therefore, materials entering into our product must be purchased at the top price. The price of labor you know has not decreased, therefore there can be no reduction in our selling price due to the reduction in the cost of material and labor.

(2) Sometimes an over-supply of products must be sold, regardless of their cost (the law of supply and demand). This is not the case with the Edison Storage Battery in view of the fact that in our case there is an over-demand to the extent of our entire output for several months. Therefore the law of over-supply cannot be the cause of our reduction in price at this time.

(3) In some lines of business, prices were set unduly high to be slashed later for effect; in other words so as to have a fictitious high price to lop off at the first cry of peace. In no case does this apply to the Edison Storage Battery, inasmuch as our prices were naturally increased where increased costs absolutely forced it and then not until the last minute and at the time when our previous costs were untenable. Therefore, having no fictitious prices to remove we cannot reduce our prices on this score.

(4) The substitution of inferior materials and the reduction of labor entering into the manufacture of our Batteries might afford

another cause for price reduction. The policy behind all products of the Edison Laboratories does not permit us to lower the qualities of our materials or workmanship in order to market an inferior product. Therefore, since we cannot substitute inferior materials and labor, we cannot reduce prices on that score.

Summing up, therefore, there is no reduced cost of materials and labor; we have no over-supply of our product; we have no fictitious high price to lop off; and we will not substitute inferior materials or labor; therefore it is not possible to reduce our selling price. It naturally follows that anyone purchasing Edison Storage Batteries has a stabilized investment in the future as well as in the past.

Marshet

Carbon Copy to - Messrs: Thomas A. Edison,
Charles Edison.

CWG

Battery—Storage

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN OF THE BOARD

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

THOMAS A. EDISON PRESIDENT
S. B. MANBERT VICE-PRESIDENT AND GENERAL MANAGER
ROBERT A. BACHMAN VICE-PRESIDENT AND SECRETARY
H. O. THOMPSON VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. MILLER TREASURER
ARTHUR HUDD SECRETARY

OFFICE OF
VICE-PRESIDENT AND FINANCIAL MANAGER
Gen. Sales Mgr.

Copy sent all Salesmen

January 3rd, 1919.
HGT-2-11

TO ALL BRANCH MANAGERS:-

CC to Mr. Mambert.

Dear Sir:-

With this, the beginning of the calendar year, and with the approach of our new fiscal year, I deem it opportune to review the past 12 months and briefly give you some idea as to what may be expected in the way of deliveries and what it will be our duty to dispose of for the next 12 months——especially from the First of March to February 28th, 1920.

During the past 12 months we have, as you know, had our hands full executing Government orders, which have upset our commercial deliveries; and as a matter of fact so disturbed our production of standard types that we never have known just what we could ship to manufacturers, or when.

The War Industries Board, together with the Fuel Administration, restricted our output for ordinary commercial purposes in order to divert as much of our production to essential Government purposes as they deemed necessary in stimulating the output of coal and other necessities as a war measure. It was naturally our patriotic duty to take care of the Government requirements first. It may be news to you, but true nevertheless, that with the exception of batteries for industrial truck and tractor use, we did not of ourselves solicit direct Government business. The Radio Development, Aircraft and kindred departments of the Government, placed large orders with us for small types, such as the L's, M's, W's, B's and J's, and G4, such that for some time our 3/16" tube production with every possible facility at our command was given over to the manufacture of the above types for Government requirements. We were hard hit in the matter of labor, as was every industry in this section, and not alone was it impossible to secure labor at any price, but the tool makers of this section went on a strike for almost prohibitive hourly rates, and with the Public Service output of current for all but direct Government purposes curtailed, and even with us curtailed to quite some extent, you can realize that business "as usual" was impossible. We have been criticized by some manufacturers very severely for non-delivery, but these criticisms in some cases were based on the selfish motives of those who would further their own interests first, and with but little thought of either the Government necessity nor of their competitors' rights or needs. Every energy and every resource were bent to the one purpose. Not for a day until Peace came were we left in doubt as to our line of action.

"In a day when it was expected that the War would still be its whole business the Nation suddenly faced Peace and now enters a year beset with problems. There was Leadership in war, but Industry must find its own way through the adjustments of Peace. An Epochal Year is ahead. Something more than Optimism must be brought to tasks that will be greater even than those of War——".

Courage, Insight and the Determination to win must mark every conscious action of ours during the New Year.

Our production of batteries for Government war purposes is practically at an end. We still have left some undelivered orders but the next few weeks will see these out of the way and we can begin to see our way clear to turn our entire output over to the commercial interest, whom in a measure it might seem we have neglected.

With the above tasks accomplished we must concentrate on ways and means to secure new business along our accustomed lines of activity and bring to bear our utmost intelligence in dealing with the problems that will confront us. The art of selling will call for our greatest resourcefulness, and as never before. There is a tendency to wait and watch for lower prices and to use this as an excuse for scarcity of business. One only has to reflect as to his own living expenses to obtain the answer. Labor costs have not been reduced, nor will labor stand a cut for some time to come, if ever, with the possible exception of special war workers who were necessary at any price. The material market does not show any particular tendency to reduce prices. We cannot judge of lower prices from what a few of the automobile manufacturers have done, for their increased prices during the last year were based somewhat on their decreased production as made imperative by order of our Government; and now that the limitation on their output has been partially withdrawn and re-adjustments made, such that the manufacturers can produce in greater volume, and the outlook ahead for their former regular production bright, they have in some cases announced reduction in price.

It is agreed by some of the large industries that steel being the prime part of our cell, and that as steel will be reduced in cost, that we should reduce our prices. Let me say for your information that the entire cost of steel entering into an A4 cell costs but 8¾. Therefore reduction of anyconsequence in the cost of steel would have no effect whatever in our prices.

When food stuffs, hats and shoes show a substantial reduction in price we can possibly expect a reduction in our prices, but as long as we pay $8.50 for a former $5. hat, and $10. to $12. for a former $8. pair of shoes, there is little excuse for the customer to expect a price reduction for some time to come. Spot lead is lower somewhat in price than formerly, but with lead at 6-¾ and Antimony at 8, with the high costs of lead-oxides and labor, I do not believe you can look for angreat reduction in price of lead batteries.

Our production of standard types I am happy to say is increasing week by week and the increase will be held as fast as gained. We are now producing a greater number of cells per day, both by types and in A4 equivalents, than ever before,ssuch that we will have available a greater number of cells for distribution this year than in any previous year of our history. Our unfilled orders have been reduced and are being reduced at a satisfactory rate and within three months we will have completed our back unfilled orders and will have only our current unfilled orders on hand.

As of Jan. 1st, 1919 you may promise delivery of new orders in any of our standard types in from 90 - 120 days; by April 1st to 15th in from 60 - 90 days; and by June 1st in from 30 - 60 days. If delivery assumes an all-important aspect in any particular case I request that you refer the matter with full details to me and a special arrangement may ve effected for an earlier delivery. Every District Office must not expect that every order can be made special, and therefore you must do your best to defer the delivery to the schedule of dates as given above.

The allotment of cells as given you for the first six months of our last fiscal year increased by 10% will be the number of cells which it is expected you will be able to

sell, and which it is necessary to dispose of. Competition this year will tax your courage to the utmost, but I believe that "Where there's a Will, there's a way" and I know that you will find a way.

If you can suggest any improvements as to our manner of doing business that will aid you, please do not hesitate to inform me. We will all have to work together and I bespeak of you your earnest and hearty co-operation with those at Orange and I can assure you that by mutual co-operation and assistance I know we can realize our ambition to perform the tasks set before us. The last two months orders have fallen far behind any previous two months during the last three or four years and therefore I wish to impress upon you the necessity for immediate action in securing new business. Put on your thinking caps and take a hitch in your harness and start out immediately and fill us full of new business. It has got to be done, so right-about face and do it!

Sincerely,

2670-Sm-12

Battery - Storage

FINANCIAL MEMORANDUM No. .....

DATE January 15, 1919.

EFFECTIVE March 1, 1919.

FROM— Vice President and Financial Executive.

TO— The Board of Directors, Edison Storage Battery Co.

SUBJECT: Conference of the Board of Directors, Edison Storage Battery Co., held January 15, 1919.

At a co-operative conference of the Board of Directors of the Edison Storage Battery Company, held this day, January 15, 1919, Present:

Messrs. Charles Edison, Chairman,

Stephen B. Mambert	J. F. Monahan
H. G. Thompson	C. S. A. Williams
H. F. Miller	J. V. Miller
Arthur Mudd	Lucian A. Marsh.

it was co-operatively agreed that effective March 1, 1919, the fundamental principle would be carried out of recognizing the three main branches of the business, namely, Chemical Works, Manufacturing and Selling (the latter of which includes both Domestic and Export) as separate entireties to the extent that all purchase agreements covering the supply of either finished product, or parts of finished product, or work with parts of raw material, or in connection with the manufacture thereof, should be supplied under a fixed price. Said fixed price to be established and presented at 2 o'clock in the afternoon of the Wednesday next preceding the new quarter.

- - - - - - - - oOo - - - - - - - -

It was decided that the function of the Secretary as definitely outlined in the By-Laws of the Corporation is to have general supervision over all the records of the Company, and that it is his duty to call to the attention of the Division Managers any irregularities or differences existing in their records, or any other matters which in his opinion should be drawn to their attention. It is entirely within the scope of the function of the Secretary, and it should be his duty to observe whether or not such matters as he may draw to the attention of our respective managers in accordance with the above are properly acted upon, and if any of these recommendations should not be acted upon, it becomes the duty of the Secretary—if in his opinion they are sufficiently important to warrant executive action—to specifically call the same personally to the attention of the Vice President and Financial Executive. After making the recommendations directly to the Managers and personally appealing to the Vice President and Financial Executive for executive action relative thereto, the Vice President and Financial Executive will assume responsibility therefore to the President and the Chairman of the Board.

Signed for the Meeting,

Stephen B. Mambert,

Vice President and
Financial Executive.

Z COPIES TO— MR. STEPHEN B. MAMBERT—(1)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS BETTER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

Telegram

Feb 18/19

Wm H Meadowcroft E

Inform Mambert and Emery that I am agreeable to deal with Sherwin Williams.

Edison

19 120
60
180

March 10,1919.

Mr. Edison:

I spent a day and night in Washington last week, most of the time with our friend Butler, who was greatly pleased with my going down.

I saw Mr. Hanford. After various contingencies, he was transferred about two weeks ago and is now in the Historical Department of the Navy, under Admiral Kimball. He seems to be quite happy and contented.

Mr. Hanford thought you would be interested in the following extract from the "Radio Press Bulletin" dated October 12,1918. He came across it in his researches and thought you would be interested, as it goes along way towards verifying your own views, which you expressed at the time you were down in Washington in 1917.

The extract is as follows:

"Admiral Sims addressing the American Editors visiting England said he asked Americans how many submarines they supposed were operating against merchantmen and transports and that he never got an estimate of less than fifty, sometimes one hundred. As a matter of fact the average was eight or nine, sometimes twelve or thirteen"

15 words and
Measured 30
including
Overhead

Meadowcroft

Mr. Edison:

Everyone whom I see asks how you are, so I say that hearing to the news to the contrary, I feel sure you are quite well.

I hope you are enjoying your vacation to the limit. You certainly deserve it, for you had 3 years hard work without much rest or change.

Meadowcroft

3/13/19

Battery-Storage

ABSOLUTELY FIREPROOF

EUROPEAN

the Alcazar Hotel

43-45-47 W. 38TH STREET
JUST OFF BROADWAY

JOHN F. DOWNEY
MANAGING DIRECTOR

New York

March 14th 1919.

Mr Stephen B Mambert
Vice President
Edison Storage Battery Co
Orange N.J.

Dear Mr Mambert:-

I am in receipt of a very lovely letter from Mr Thompson with enclosure and wish to thank you personally for I know and appreciate that you are largely responsible for the same.

It has ever been a source of great help to me in my work knowing at least that YOU have a wider vision than most folk, and feeling that the day would come when you and I could perhaps get closer- thereby working towards what can only be a great big business by much broader policies than have prevailed.

I believe with you that the Edison Storage Battery Co's business has limitations only in proportion to a liberal view of the same backed up with courage, at the same time using care and good judgement.

There is one thing that worries me and that is our foreign business, which I am convinced will slip away from us the same as the Pleasure Vehicle business did because of the exclusive arrangements with the Detroit Co(Anderson). When the time arrives that my knowledge of this situation and the suggestion I think I could make for the benefit of the Co, are wanted I am ever at hand and ready.

Wishing you and yours the very best of health and a full measure of success you so well deserve, I am

Sincerely Yours,

Geo Drake Smith

2682-10M-1118

EDISON STORAGE BATTERY COMPANY

Memorandum

Desk #4-5-3005 April 23rd, 1919.

8

Mr. W. A. Meadowcroft, Confidential Secretary to
Mr. Thomas A. Edison.

Dear Mr. Meadowcroft:

I am attaching copy of telegram sent Mr. Edison on April 1st, and also letter received by me dated April 12th from Mr. F. D. Wagoner, President of the Elliott Fisher Co., Harrisburg, Pa.

Mr. Wagoner is Chairman of the Legislative Committee, as yet, of the N. E. L. A., and we are going to have the largest Convention ever held in Atlantic City May 19th to 22nd. If Mr. Edison should feel like granting Mr. Wagoner's request, I believe that such a statement would be of some service to us, as Mr. Wagoner is the best known man in the Electric Vehicle business.

Personally, since I have been with this Company (a little over 3 years) and prior to the selling out of the General Vehicle Company's interests, this Company, and myself were greatly indebted to Mr. Wagoner for giving us largely increased orders, and for a great many friendly acts that have since held us with the Walker Company very successfully, and I personally feel under obligations to Mr. Wagoner, and am grateful to him as I was in the employ of his former company for several years.

Thanking you in advance for calling this to Mr. Edison's attention, and asking for reply one way or the other, I am, as ever,

Sincerely yours,

Geo Drake Smith

Meadowcroft - ~~Say~~ say accounting is out of my line of knowledge & I prefer not to give an opinion

This is first time I ever saw Wagoner's telegram

E

[ATTACHMENT]

April 24,1919.

Mr. Geo. Drake Smith,
Edison Storage Battery Co.

Dear Mr. Smith:

The enclosed carbon copy of my letter to Mr. Wagoner will explain itself.

I return, herewith, Mr. Wagoner's letter to you and the copy of the telegram.

Sincerely yours,

Enclosures - 3.

CHARLES EDISON

DIVISION: Memo. No. 16

SUBJECT: Electric Starter. Date 4/25/19.

Mr. H. G. Thompson:

Referring to the Electric Starter that has been under development for some time, I believe that a big business will result from this if we can ever get it going, and it is our disposition to go right ahead with it and spend the necessary money to develop it if the starter is found satisfactory and practical.

In order that we may be in a position to take such action as we should take and push this right along, I would like to get from you the full story of this starter so that later on there may be no doubt as to who owns it, etc. The whole thing is hazy in my mind. What I would like is a sketchy story of the starter from its inception up to the present time.

CE/IWW

CHARLES EDISON.

1683-5M 518

EDISON STORAGE BATTERY COMPANY

Memorandum

5-1-19 dic. 4-30-19
Desk #1

MR. CHARLES EDISON:—

SUBJECT: ELECTRIC STARTER.

The Electric Starter to which you refer in your memo #16, dated April 5, now owned and controlled by the Tidewater Equipment Corporation, of Portland, Me., was first brought to my attention some time in 1915. It was then known as the Jenney Starter and then owned by a Mr. Oberreich and a Mr. Jenney of Indianapolis, Ind. We came in contact with this through being called upon to furnish 5 cells of B4 for a demonstration which was then being made in Indianapolis in order that the then owners might demonstrate to their satisfaction the adaptability of Edison Batteries to this Starter, which it was hoped could be produced in large quantities at a low price and sold for gas pleasure vehicles as well as gas trucks.

The matters progressed for some little time. I discussed informally with your Father this Starter with the result that I had expressed to Orange two automobiles, one a Pathfinder and the other a Ford, to which these Starters were and had been applied for some time. We ran the Pathfinder to Silver Lake where your Father was then doing some special work that he might see the application and that we might get his ideas as to whether or not he thought it advisable for any of us as individuals of the Company to interest ourselves in the proposition. Your Father expressed the opinion only that the fundamental principals of this Starter were correct and if refined should make a good Starter and suggested to me that we follow this along for a time at least, the thought always most uppermost in our minds being that if we could help along in any way the organization of a Company to produce a Starter that we would naturally be the recipients of a considerable amount of business.

Some little time transpired when the Starter was more or less lost sight of when a Mr. Moulton, President of the Moulton Engineering Corp., of Portland, Me., became interested in the Starter and made an exhaustive investigation and report of the merits and patentable features of the Starter and he finally became interested in forming a Corporation to buy the patent rights and build a Starter. The Corporation was formed and he, Mr. Moulton, after several visits to Orange, induced a number of us to purchase stock and in discussing, at this time, the matter with your Father he voluntarily suggested that he would like to interest himself at least in stock ownership. I think your Father, at that time, was inclined to invest a little more heavily than he did, but for some reason or other I rather had a hunch that he should not go very far from the fear that I had at the time that the promotors of the Starter would use him for the sale of stock and for other reasons to their best interest. I, myself, invested $1,000, your Father likewise, Billy Ree $500, and I induced John Miller, unfortunately, to invest $500, for I believed at that time and still believe that eventually this Starter will be a success.

The first effort on the part of the Corporation was to get the Esterline & Angus Company of Indianapolis to redesign the Starter for the reason that they had in the early stages of the work been interested in the development. Unfortunately for the Corporation, Esterline & Angus Company spent a great deal of time attempting to redesign the Starter with but negative results and at the cost of quite a little money to the Tidewater Equipment Corporation. Matters went on for some little time unsatisfactorily there being little or no money in the Treasury, when I felt that as your Father had invested and as there was a possibility of great development for the Battery Company it was about time that someone did something and I, therefore, made arrangements for a simplified model to be built in the Lab., the Battery Company to pay the Lab. for the cost of this, which after satisfactory arrangements with the Tidewater Company, they arranged to reimburse the Battery Company just as soon as they were in a position to do so. This Starter was completed and developed some little kinks and was then forwarded to Portland, when Mr. Hansen of the Moulton Engineering Company undertook to again refine this Starter with the result that a model was developed and placed on a Ford car and operated for some number of thousand miles, to all intents and purposes, very satisfactorily. The War came on and it was then impossible to raise any money and, furthermore, no shop could be found who would undertake to further develop one or two more models and there the matter has rested ever since.

I forgot to mention that Mr. Geo. Drake Smith was financially inveigled to invest $600 in this Starter because he believed it to be a good thing. Mr. Smith and myself being bad loosers undertook to see what could be done to revive the proposition and as Mr. Moulton had disappeared due to financial and other embarassments, we finally had a new Board of Directors elected which we could control for a year at least and on that Board were a Mr. Sanford of Boston an investor to quite some extent, Mr. Geo. Drake Smith and myself, and two others. The Starter in the meantime had been shipped to Indianapolis so that Mr. Oberreich, the original owner and a present stock holder, could prosecute the further development and sale of the Starter. Mr. Geo. Drake Smith and myself took it upon ourselves to push this thing to a conclusion of some kind and, therefore, had the Starter reshipped to Orange where it now is.

I discussed informally with Mr. Monohan the possibility of refining the Starter further with the assistance of Mr. Hansen, whom I formerly mentioned, here at our plant at Orange. I was about to take this matter up with you when I received your memo which has resulted in this letter.

I am firmly convinced that the Starter can be made a commercial success and would strongly recommend, in which recommendation I am joined by Mr. Geo. Drake Smith and Mr. Sanford of Boston, that we arrange to have Mr. Hansen come to Orange at the Battery Company's expense and either perfect this present Starter or build one or two more models concerning which Mr. Hansen has some new ideas and then arrange, provided they are successful, to have some firm manufacture this or possibly for a limited time and in a limited number have our own Company make these Starters

3482-5M 518

EDISON STORAGE BATTERY COMPANY

Memorandum

that the project may be carried on to a successful conclusion or entirely abandoned.

It must seem to you, from the foregoing, that having a financial interest in this matter I am desirous of getting my money out of it. This is true but with reservations. I feel somewhat guilty as it were, and please pardon me, for allowing your Father to become interested in this but my main purpose was not my own financial interest, although I was perfectly willing to share in any profits which might accrue to the Tidewater Equipment Corp., to build up a starter to which Edison Batteries could be successfully applied and to try and help promote a Corporation which would manufacture the Starters commercially in large volume, realizing that if this could be accomplished that the Battery business in this one source alone would be enormous. I still have more than $1,000 worth of interest in this matter and would strongly urge that you consider this matter carefully and permit at least for your own satisfaction the building of one or two models which could not in cost exceed for all items $1,000. I am perfectly willing, as far as I am concerned, to sell my stock for one hundred cents on the dollar to anyone who is sufficiently interested to acquire it provided such selling out would be to the advantage of this Company in any way, shape, form or manner. I would be further very glad indeed to have you talk to Mr. Geo. Drake Smith or Mr. Harold H. Smith or to make any investigation that you might desire, but whatever is done by us must be done immediately or else I fear that the control of the patents will pass out of the hands of the present owners and some of our other competitors might be sufficiently interested to bury it or further develop it for their own interests.

H. G. THOMPSON.

HGT/EHO

1267-5M917

SECRETARIAL SERVICE DEPARTMENT OF EDISON STORAGE BATTERY COMPANY

MEMORANDUM NO. 258

FUNCTION Edison Storage Battery Co.

May 5, 1919

SUBJECT Capital Stock

Issued Preferred $400,000 7%
Common 600,000 7%

CONFIDENTIAL

Mr. S. B. Mambert,
Vice President and Financial Executive.

In the certificate of incorporation filed May 27, 1901 the authorized capital stock of Edison Storage Battery Co. was given as $1,000,000. divided into 10,000 shares. The entire amount authorized was issued.

A certificate was filed October 7, 1910 increasing the capital stock from $1,000,000. to $3,500,000. the additional stock being like in all respects the stock before issued. Of the 25,000 additional shares authorized only 19,982 shares were issued at the time.

The last change in the capital stock was effected in November, 1917, when it was increased from $3,500,000 to $5,000,000., the latter amount being divided into $2,000,000 of preferred stock and $3,000,000 of common stock by changing 5,000 shares of common stock not yet issued into an equal number of preferred stock and by creating 15,000 additional shares of such preferred stock.

Of the 20,000 shares of preferred stock authorized, 18,013 shares were issued as of November 30, the balance of 1987 shares of preferred and 18 shares of common being not issued until February 26, 1919.

At the present writing all of the preferred and common stock authorized has been issued.

Thomas A. Edison owns 26,008 shares of the common stock and 19,593.33 shares of the preferred stock. Charles Edison owns 1,000 shares of the common stock and Mrs. Mina M. Edison owns 400 shares of the preferred stock.

You will recall in the last change of the authorized capitalization a somewhat involved arrangement was made as to the rights of the holders of the two classes of stock in regard to payment of dividends, and if it is proposed to further increase the capitalization by the issuance of additional stock, the subject will of necessity have to be given very careful consideration, as there will undoubtedly be a considerable difference in the rights of the stock which may be issued now as compared to that heretofore issued.

Will the additional stock, if issued, be common, preferred or second preferred?

1267-5M917

SECRETARIAL SERVICE DEPARTMENT OF EDISON STORAGE BATTERY COMPANY

MEMORANDUM NO. 258

FUNCTION

May 5, 1919

SUBJECT

The initial cost of an increase in capitalization will be approximately $1250., not including printing of certificates, if any. The cost would be divided about as follows:

Excise Tax - 5¢ revenue stamp on each $100. certificate	$500.00
State Tax - 20¢ for each $1,000. increase	200.00
Filing Fees about	50.00
Legal Expenses about	500.00

The yearly cost would be $1,000. represented by the Capital Stock Tax of $1.00 for each $1,000. of capitalization.

---ooo---

ARTHUR WEED, Secretary.

FORM 1803 1217PSM

EDISON STORAGE BATTERY COMPANY "Ford Starter"

ORANGE, N. J.

Dock #4-F-3035

May 6th, 1919.

Subject: Tidewater Equipment Corp.

Edison Storage Battery Starter

Mr. R. W. Kellow,
Secretarial Service Department,
Thomas A. Edison Personal.

Referring to your memorandum #4620, above subject, pursuant to Mr. Harold H. Smith's letter to you of May 1st, 1919, in reeto the same, beg leave to report:

While myself and some friends who are stockholders in the Tidewater Equipment Corp., were never kept well informed as to its progress, we were dissatisfied with the slow manner in which matters were being pushed, and I was glad of the opportunity to attend the stockholders meeting in Portland, Me., a few weeks ago. I arrived in Portland before the meeting of the stockholders, interviewing the Boston stockholders on the way, and was enabled at the meeting to so turn the tide of affairs as to put us in virtual control of the Board of Directors, as I was elected as one of the directors, together with Mr. Robert W. Sanford, of Boston, who will cooperate with us, and two of the Portland people, who are only too anxious to cooperate with us for interests for pushing the starter. Mr. H. G. Thompson was also reelected as a member of the Board.

At the meeting of the Board, resolutions were passed giving the Board of Directors full authority to sell the starter and put it out on royalty or to proceed in any due manner to push the same. In so many words, full authority given. With that authority, and Mr. Thompson's consent, I proceeded east to see the Indianapolis people and to talk with numerous manufacturers resulting in my bringing back the starter from Indianapolis the same now being in our possession in Orange.

After all my investigations, I am so thoroughly convinced that the starter, with a few little changes in it, which can be done economically, by Mr. Hanson, who designed the last starter, and who has agreed to complete the same at a comparatively small figure (not to exceed seven to nine hundred dollars, written proposals for the doing of which I have furnished Mr. Thompson with) will be successful. This work should be done in Orange and in my opinion the starter should be made in Orange by the Edison Co., and called Edison Storage Battery Company starter. There is no question but what it will do the work all right with the 5 cells of J3 battery, and that the whole cost including the battery at $25.00 and the cost of the starter at $25 to $30 would not exceed $60.00, and the same can be sold readily for $100.00 leaving a margin of 40% for dealers, and I am so convinced that this could be made the means of selling immense quantities of batteries that I would be willing to undertake, with our Company, and two men to sell a million dollars worth of batteries the first year after the starter was ready to delivery

All that we need to sell this million dollars worth of batteries would be to sell, or rather equip 2% of all the Ford cars that are now running with the starter, to say nothing of equipping more Ford cars rapidly.

FORM 1303 12/7/10M

EDISON STORAGE BATTERY COMPANY

ORANGE, N. J.

Mr. Kellow -2-

In addition to the Ford cars, this starter is adapted to trucks, and is the only method to my mind which gasoline trucks can be properly started with. This would mean, of course, future development but would mean an enormous business. I have friends among the officials of truck manufacturers— the Packard Motor Car Co., and the Pierce Arrow Co., and other large gasoline truck manufacturers, and have every assurance from several of them that they would be glad when this was perfected to take it up.

Finally, the Tidewater Equipment Co., of Portland, Me., have some indebtednesses which must be paid, and in the event that we will complete this starter and make a few of them here in Orange to start the ball rolling, I have agreed personally to furnish the money to pay up all these indebtednesses and am perfectly glad to do it, but must have the decision as to whether we are to perfect this starter and, as I say, make a few ~~batteries~~ starters at once. The debts are pressing, and it would be a great misfortune to have anything happen to this company at the present writing.

In addition to these small debts, about $700.00, there are $2500.00 outstanding in notes. These I have arranged for several renewals on which will carry them as long as some activity is shown for future business for the starter.

GEORGE DRAKE SMITH.

COPY

CC to Mr. Charles Edison, Mr. S. B. Mambert, and Mr. H. G. Thompson.

Edison (Battery House)

Electrolytic Iron

MAY 28 '19

5/26.19

Robt A Beckman said he had made it at Edison's and it worked well. Thinks little trouble making commercially x would like to undertake it.

(Rep TRE was 3% Hg in Iron for battery)

[ATTACHMENT]

(Battery Separ.) (1919?)

Mr. Edison - Consulting Eng.

This looks interesting - Profits are often the result of proper use of by-products. Should we go further in development of this product.

Yours truly

Day Battery Storage (1919)

In your Editorial about
June 7 1919
You ask what has became
of Mr Edison storage
battery I'll complete
the answer to that for
more than 12 years
this battery had been
used in large quantity
Three thousand then
used exclusively in working
them & nearly every
Railroad in the US here
for last 8 years used
them for lighting cars
Many thousand electric
trucks are driven by them

+ they are a standard
article in thousands
of Industries —

[ATTACHMENT]

LUCES PRESS CLIPPING BUREAU
NEW YORK BOSTON
156 PARK PLACE 62 DEVONSHIRE ST
PACIFIC COAST OFFICES IN CHICAGO MINNEAPOLIS
SEATTLE SAN FRANCISCO AND LONDON
CABLE ADDRESS "CLIPBURO"
CLIPPING FROM
FINANCIAL CHRONICLE N. Y. YORK
JUN 7 1919

THE TRANSATLANTIC FLIGHT—COURAGE AND SCIENCE.

Man's courage is equal to any call that may be made upon it. This has been proven in war; it is now being proven in peace. Ascending into the belt of air that swathes the globe and in frail aerial barks, men have crossed the stormy Atlantic. The honor comes to the United States under the tutelage of its Navy, Commander Read in the NC-4 reaching Plymouth safely. In the case of the American planes, they were built for overseas voyages, and their ocean route was marked by a line of war strips so spaced as to be available for rescue if needed. We steered by the smoke and searchlights of the ships and the flares sent up, said the Commander of NC-4, which alone of the three machines starting from St. Johns made the first leg to the Azores without mishap. In the case of the English (Australian) aviator Hawker, mounting his small land plane, he really made his leap into the immensity of space with little to guide by save the stars and such nautical calculations as he might be able to make, trusting his life and success to the dependability of his machinery, the rapidity of his flight and his own endurance. All the world knows how, after flying 1,050 miles, his engine failing, he alighted safely in the sea, and was rescued. In each of these attempts courage of the highest order was necessary, and was possessed by all the men.

Secretary Daniels, on his return, said "the navy has been preparing for this for two years," and expressed the opinion that little was left to chance. The country, despite the added cost of ships otherwise idle, may well congratulate the navy on its achievement; and the English Admiralty, though the Sopwith machine and effort were but a private enterprise, must feel some regret, even under the happy termination, that it made so few preparations, set up so few safeguards, in behalf of the intrepid men who staked their all in behalf of an arm of the "service" so important to ships at sea whether in war or peace. And yet when all is said, a flaw in the machinery, an unexpected tempest of weather may mean disaster and nullify all hopes. However, we trust our lives every day to machinery in motion, and to constructions, in which the strength of materials, though tested, measures life or death. It is a fair conclusion, not only from these recent efforts, but from the general rapid growth of aeronautics in the past five years, that the air is conquered. Imagination may well picture the upper air filled with fleets of ships carrying men and his products, by the most direct route and fastest speed, to every part of the earth.

Progress, and we presume it must always be so, moves forward by uneven stages, and rarely along parallel lines. Power on these transatlantic airplanes is dependent upon explosive engines fed by gasoline, though they carry wireless telegraph and telephone. What has become of Mr. Edison's electric storage battery "½ complete" according to his own words in the "North American Review," so many years ago? Undoubtedly aeronautics is in its infancy, despite these prodigious feats that now so astonish and exhilirate us. We see man in his constructive moods. And while caution in experiment must deprecate unwarranted adventures based on almost incredible courage, the layman is encouraged in constancy and energy when he realizes that the one supreme object is to bring into more general usefulness a new achievement in transportation. So testing and so judging actual flight he still may harbor the hope that new wonders are in store.

It is now more than a quarter of a century since many, perhaps they were more academic than practical, experimenters saw in the fish the model of the flying machine. And for centuries, we may say almost, the air was to be conquered by bird-man with movable wings. Finally the Wrights builded their first gliding machines, one seeming principle of which is that motion overcomes gravity, and it may almost be said that to-day the aeroplane slides down the wind or skates on thin air, a sort of combination of the soaring eagle and lifting seagull. Somehow power is translated into motion, though the axis of resistance is the light medium of air, and the propeller with its marvellous revolutions draws or drives all that is attached to it.

Speed is perhaps now a sacrifice to safety, and starting and stopping hardly more than makeshifts. Men have long observed the motions of the dragonfly—darting hither and yon like a flash, stopping instantly, poised in air, or settling gracefully and easily to rest, its winged power under complete control, and serving it far beyond the powers of airships to serve man at this time. Perhaps the machine power of the airplane may be turned to new purposes, even as a mere cogwheel transfers the direction of power and motion, and speed become a willing sacrifice to safety. At any rate, each new invention progresses more rapidly than the last by reason of the application of old laws to new uses.

The object developers of this science should obviously set themselves to is to make the new invention of service to man in a better and more abounding life. It is not "all of life" to crowd every experience into a few years. Life indeed may be extended by slowing it down and made more enjoyable by temperate uses of things, opportunities as well as possessions. Collectively it may be well to compress a century into a day but individually it is well to stretch a day into a century. One man can no more possess the fruits of all we dream. If there is a spiritual nature, a serene contemplation is as important as a riotous physical progress. If this is true, a walk in the woods, careless of the passing of a day, may be more than a trip to London from crowded New York in twenty-four hours. To fly across lots at small cost in perfect safety to visit a neighbor may in the "simple life" outweigh all the stunts and aerial acrobatic which rash courage and a feverish desire to live fast may accomplish. Men were brave enough when the stage coach or prairie schooner crossed the plains and in their six months' journey developed between themselves as much humanitarianism as now hangs like a desert mirage above the smoke and waste of a world war. If mere courage is to prove that it is not "all of death to die," it must look beyond—for self, and for others who linger on. To save a world by decimating and impoverishing it must ever be open to question. And invention if it is to fill the world with peace and joy must become a practical helper rather than a spectacular pastime.

8/4
9/4
9/15

THOMAS A. EDISON LABORATORY.

July 2, 1919.

Mr. W. H. Meadowcroft.

On May 1st you advised me that the fifteen (15) A-6 Cells which were delivered in October, 1916, to the Brooklyn Navy Yard for the use of Mr. Thomas A. Edison on Motor Sailor Boat No. 1206, were still on the boat. As two months have now expired will you kindly inquire as to whether these Cells are still on the boat and advise me accordingly.

As previously advised you, the Storage Battery Selling Division have these Cells on Consignment against us, amounting to $435.60, which item we are desirous of clearing as soon as these Cells can be released. If Mr. Edison expects to keep these Cells in their present location indefinitely, it might be well to purchase same outright and charge the Government accordingly.

Your advice in the matter will be appreciated.

G. M. Ryder,
LABORATORY OFFICE MANAGER.

GMR:AATL

8/4 - Mr. Meadowcroft
on receiving my card

8/4 - Cells are for Consignment sale
Aug 6/3/1919 - $435.60

Mr. Ryder:
Mr. Edison wishes these Cells to remain on the Motor Boat for the time being. He will probably be making some experiments with them in the near future.
W. H. Meadowcroft
7/2/19

June 4 proof of Invoice as being called for
(161)
copy of these cells to Laboratory

June 30 #37

LAMAR LYNDON
CONSULTING ENGINEER
~~20 EXCHANGE PLACE~~
NEW YORK

21 PARK ROW

Mr. Edison -
What do you want done?
Should Lyndon do it?
How about O'Dair?
E

July 4th 1919

Mr. Charles Edison.

Some time ago, Mr. Edison requested me to investigate certain phenomena in connection with the use of bismuth in the positive electrodes of the Edison battery.

I immediately put in a request for the necessary materials which were to be made at Silver Lake. After a considerable period of waiting I repeated my order, and then had the matter followed up.

I was finally advised that Silver Lake had no bismuth, could not obtain any, and that the chemists there were not prepared to make up the materials required even if the bismuth were available.

I understand the Mr. Pedersen can provide as much bismuth as will be needed, and in the desired form.

I suggest that you authorize him to prepare the bismuth, at once, so that I can begin the experiments. I will leave the necessary instructions for the continuation and completion of the tests, after August. if I am unable to finish them during the present month.

Mr. Pedersen or Mr. Dobyns could carry on the work if necessary.

Lamar Lyndon.

Charles -
Not necessary about Bismuth
I am going to do it
myself — E

BATTERY—
STORAGE

July 9, 1919.

Mr. Lamar Lyndon,
21 Park Row,
New York City.

Dear Mr. Lyndon:

I referred to Mr. Edison your note of the 4th instant in reference to bismuth, and he has returned it to me with the notation that he himself intends to make some experiments, presumably for the same purpose, and it will therefore not be necessary to arrange for the bismuth to conduct the experiments you have in mind, at least not for the present.

Faithfully yours.

7/28/19

Father –

Bother will be at Blackstone Chicago tonight if you want to wire her –

Sent W.U. 7/28/19 # 3/30 pm WMW

Mrs Thos A Edison
Hotel Blackstone Chicago

Everything right here hope you had pleasant journey so far.

Belchering

Are you going to give me chart of 22B so I cannot strengthen & cut down drop of Voltage – & how soon can I expect it –

Dont do anything but prepare Chart &

If you have ~~[illegible]~~
songs published by you
that are older than 20 years
I will pay 15 cents each
for a ~~[illegible]~~ set, no duplicates
wanted

5 p2

5 p2

New York City.

August 16, 1919.

Mr. Charles Edison,
Chairman of Board of Directors,
Edison Storage Battery Co.,
Orange, N.J.

502

Dear Mr. Edison,

Edison Accumulators Ltd. was incorporated and financed under and by reason of the original contract of September 20,1913 and its amendment of August 22, 1916.

In May, 1919, 166,000 Pounds Stg. of additional capital was subscribed for at par by my associates Explosive Trades Ltd, (which has a paid up capital of 30,000,000 Pounds Stg.) on the same contract.

Even if I desired to do so, I could not cancel the existing contract and accept the new contract you propose without making myself liable to the shareholders of Edison Accumulators Ltd

In the conference of August 15th. I explained to you the existing European conditions and the necessity for co-operative effort on the part of ourselves, i.e., Edison Accumulators Ltd. and Edison Storage Battery Co., to meet them .

I am submitting, at the forthcoming conference of August 18th., an amendment of the existing contract, with an earnest effort to meet some of the objections you have raised.

Your General Manager stated, at the conference of the 15th. inst., that you are not interested in any further business from Edison Accumulators Ltd. on the basis of the present contract. This is unfortunate because, in the event of an impasse , further relations between us are apt to prove unsatisfactory.

If such an impasse is found to exist, I can see no solution other than that the Edison Storage Battery Co. should purchase the Edison Accumulators Ltd., or, conversely, the Explosives Trades Ltd. and myself should purchase the Edison Storage Battery Co. I am prepared to negotiate on such one of these propositions as may appeal to you.

I think it best to address you in this matter by letter rather than incorporate it in the proposed conference.

Yours faithfully,

EDISON ACCUMULATORS LTD.,

Managing Director.

[ATTACHMENT]

Amendment prepared by Monnot Aug 16/19.
& transmitted to ESBC by Monnot.

The contract between Thomas Alva Edison, Edison Storage Battery Co., Edison Accumulators Ltd. and John Ferrell Monnot, dated Sept. 20, 1913 and the Amendment thereof dated August 22, 1916 are hereby amended as follows, as of the date of this letter.

1: Edison Accumulators Ltd. agree to forthwith appoint a resident sales agent in New York, authorized to sell Edison Storage Batteries to American Manufacturers and Exporters for shipment to Edison Accumulators Ltd. territory, and the Edison Storage Battery Co. agrees to supply Edison Accumulators Ltd. complete batteries of formed cells to fill such orders, and such parts and accessories as may be required thereby, and to invoice same to Edison Accumulators Ltd. on the terms of the said contract and its amendment.

2: The Edison Accumulators Ltd. resident sales agent will be authorized to quote the Edison Storage Battery Co. list prices on all inquiries for export to Edison Accumulators Ltd. territory, with a discount which Edsion Accumulators Ltd. will fix from time to time.

3: Edison Accumulators Ltd. agrees to relinquish from its exclusive territory Sweden and Norway, but will retain a non-exclusive right to sell Edison Storage Batteries in Norway and Sweden and inreturn Thos. A. Edison and Edison Storage Battery Co. agree not to grant exclusive rights in any other country ~~XXXX~~ in Europe excepting those countries to which exclusive rights have already been granted. Furthermore, Edison Accumulators Ltd. will have the right to export from Great Britain to such non-exclusive licensed countries and to sell to British Manufacturers for export to said countries.

4: Thos A. Edison and the Edison Storage Battery Co. agree to grant to Edison Accumulators Ltd. the exclusive right to manufacture Edison Storage Battery parts as follows/ in Great Britain:

(a) All trays.
(b) Cell steel containers complete.
(c) All insulating parts.
(d) Accessories, such as poles, nuts, connectors, terminals, jumpers, electric filling outfits, electrolyte
(e

5: Edison Storage Battery Co. agrees to furnish to Edison Accumulators Ltd. detailed and assembly drawings of said detailed parts, together with all necessary information for the manufacture of such parts in Great Britain, and any special dies or tools necessary therefor, at cost, plus ten percent, of said dies and tools.

6: Edison Storage Battery Co. also agrees to instruct such representative as Edison Accumulators may appoint , in the proper manufacture of said detail parts, in the works of the Edison Storage Battery Co.

7: Until such reasonable time as Edison Accumulators Ltd. is ready to manufacture the said detail parts, Edison Storage

[ATTACHMENT]

Battery Co. will supply same, for assembly in Great Britain, at fair prices to be agreed upon .

8: When Edison Accumulators Ltd. is prepared and equipped to manufacture all the parts etc. referred to in Paragraph 4, the Edison Storage Battery Co. will supply Edison Accumulators Ltd. with unformed positive and negative plates of all standard types of Edison Cells, the prices to Edison Accumulators Ltd . to be agreed upon in conference of August 18th/19 and the future prices to be governed by proportionate increase or decrease in the corresponding types of cells' list prices.

9: In the event that conditions arise whereby it becomes necessary to manufacture the entire battery in Great Britain, Thos. A. Edison and Edison Storage Battery Co. agree to give Edison Accumulators Ltd. the first preference for such manufacture.

10: If the British Admiralty stipulates that such submarine batteries as they may wish to purchase be made in part or wholly in Great Britain, and if the Edison Storage Battery Co. desire to sell submarine type batteries to the Admiralty, the submarine type of battery will be included in the exclusive arrangement with Edison Accumulators Ltd.

Mr. Thomas A. Edison;

Meadowcraft
Dig this out & show differences between old & new
Sholes

August 29th, 1919.
Desk #1
2-6066

From - O. E. Sholes, V.P. & Gen. Mgr.,

To - All Members of the Board of Directors

Subject: Sales Guarantees.

At the direction of the Board we enclose copy of proposed new form of Guaranty, as recommended by Sales Committee and approved by the Legal Department;

In the first blank space in second paragraph reading "delivering at least_____%.of their rated capacity, etc." we propose to insert as each case may be -

80% for Mine Locomotive Service;

80% for service more severe than normal such as Commercial Truck in a hilly city or industrial Trucks and Tractors under severe grade conditions;

90% for all other services, or some other figure less than 100% determined by some special case.

In second blank space in second paragraph reading "--- their rated capacity of_____ampere hours", we propose to insert rated capacity as given in all our literature of the particular type cell covered by this guaranty.

In third blank space in second paragraph reading "--- we will replace them with other cells having _____% of rated capacity, etc.", we propose to insert 100% in all cases, but omit it from the printing in order to keep our competitors guessing.

Respectfully submitted,

O. E. Sholes,

Vice Pres. & Gen. Manager.

Enclosure -

Sholes - please send me the old form showing what we did guarantee & the proposed new guarantee to see the change TAE

[ENCLOSURE]

EDISON STORAGE BATTERY SERVICE GUARANTY

Date

Name

Address

As an assurance to you that the quality of durability possessed by the Edison Storage Battery shall inure to your benefit, we, the undersigned EDISON STORAGE BATTERY COMPANY, hereby guarantee all the Type cells bearing serial numbers as per the list herewith as follows:

1. We guarantee that any defect in workmanship or material which may develop within a period of one year from the date of shipment of said cells by us will be corrected free of charge f.o.b. Orange, New Jersey.

2. We guarantee that, if at any time within a period of TEN YEARS from the date of said shipment, any of said cells shall, when tested under our supervision, be found incapable of delivering at least 40 per cent of their rated capacity of ampere-hours, we will replace them with other cells having per cent of rated capacity at a charge to you for each cell equal to the list price thereof at the date of replacement by us less an allowance, for the cell replaced and returned to us, equal to the percentage of its list price set opposite the period during which the benefit of this guaranty is claimed in the following schedule:

Period During which Benefit of Guaranty is Claimed	Percentage of List Price Allowance
First year	100 per cent
First 6 months of second year	75 " "
Second 6 " " "	65 " "
First 6 " " third "	55 " "
Second 6 " " " "	50 " "
First 6 " " fourth "	45 " "
Second 6 " " " "	40 " "
First 6 " " fifth "	35 " "
Second 6 " " " "	30 " "
Sixth year	28 " "
Seventh year and 1st 6 months in 8th year	26 " "
Second 6 months in 8th year and 9th and 10th years	25 " "

We further guarantee that all cells furnished to replace other hereunder will likewise be covered by this guaranty, subject to all the conditions herein contained, their replacement allowance being based upon the date of their shipment by us to you in accordance with the foregoing schedule; provided however that this agreement and guaranty and our responsibility hereunder shall not extend beyond the expiration of ten years from the date of shipment by us of the original battery of cells covered hereby.

All cells to be replaced shall be delivered to us f.o.b. Orange, New Jersey. All cells supplied hereunder will be delivered by us f.o.b. Orange, New Jersey. All cells and parts thereof replaced by us hereunder shall become our property. We reserve the right to require payment of the

[ENCLOSURE]

aforesaid charge in cash before replacing any cells hereunder unless your credit with us is satisfactorily established at the time of such replacement.

New

If, at the time of any replacement hereunder, we are required to pay any Federal, State, County, Municipal or other tax on account of such replacement, we shall have the right to add the amount of such tax to the charge made you for such replacement.

This guaranty and agreement is subject to the following conditions and is not binding upon us unless these conditions be faithfully observed:

A. That all said cells be installed in a manner approved by us.

B. That all said cells be used only in connection with apparatus approved by us and maintained in reasonably good repair.

C. That all said cells be cared for and operated in accordance with our standard printed instructions.

D. That our authorized inspectors and agents have access to said cells for test and inspection at all reasonable times.

E. That all of said cells be used only for the purpose for which same are furnished to you, and used only within the limits of the United States, which for this purpose shall be considered not to include its insular possessions, Alaska, or the Panama Canal Zone.

This guaranty and agreement applies only to the above cells sold to you and is not assignable or transferable. Furthermore, this guaranty and agreement shall not be binding upon us with respect to any cell lost or destroyed, or with respect to any cell damaged or injured through or by misuse, abuse, fire, wreck, collision, accident or other cause foreign to the service for which it is intended.

This guaranty and agreement is subject to the conditions that we shall not be liable for any delay in replacing any cells hereunder due to any strike, fire, flood, war or any unavoidable cause, or due to inability to obtain or delay in obtaining material; nor for any other delay unless caused by our failure to use reasonable diligence in supplying cells for such replacements.

Orange, N.J.

EDISON STORAGE BATTERY COMPANY

By _____
General Sales Manager

Accepted

_____

By_____

Date_____

The following is a list of the serial numbers covered by this guaranty:

[ENCLOSURE]

Edison Storage Battery Company

Battery Guaranty

GUARANTY NO._____

SALES ORDER NO._____

NUMBER OF CELLS_____TYPE_____

DATE OF ORIGINAL SHIPMENT

_____19____

To_____

_____

AS an assurance to you that the quality of durability possessed by the Edison Storage Battery shall inure to your benefit, we, the undersigned, EDISON STORAGE BATTERY COMPANY, hereby guarantee all the Type cells bearing serial numbers as per the list hereto attached, as follows:

1. Any defect in workmanship or material which may develop within a period of one year from the date of shipment of said cells by us will be corrected free of charge, f. o. b. Orange, New Jersey.

2. If at any time within a period of TEN YEARS from the date of said shipment, any of said cells shall, when tested under our supervision, be found incapable of delivering at least _____ per cent. of their rated capacity of _____ ampere-hours, we will replace them with other cells having full rated capacity at a charge to you for each cell equal to the list price thereof at the date of execution by us of this guaranty less an allowance for each cell replaced and returned to us, equal to the percentage of its list price set opposite the period during which the benefit of this guaranty is claimed in the following schedule:

Period during which benefit of guaranty is claimed	Percentage of list price allowance
First year	100 per cent.
First three months of second year	76 per cent.
Second three months of second year	73 per cent.
Third three months of second year	70 per cent.
Fourth three months of second year	67 per cent.
First three months of third year	64 per cent.
Second three months of third year	61 per cent.
Third three months of third year	58 per cent.
Fourth three months of third year	55 per cent.
First three months of fourth year	52 per cent.
Second three months of fourth year	49 per cent.
Third three months of fourth year	46 per cent.
Fourth three months of fourth year	43 per cent.
First six months of fifth year	40 per cent.
Second six months of fifth year	37½ per cent.
First six months of sixth year	35 per cent.
Second six months of sixth year	32½ per cent.
Seventh to tenth years inclusive	30 per cent.

[ENCLOSURE]

All cells furnished to replace others hereunder will likewise be covered by this guaranty, subject to all the conditions herein contained, their replacement allowance being based upon the date of their shipment by us to you in accordance with the foregoing schedule; provided however that this agreement and guaranty and our responsibility hereunder shall not extend beyond the expiration of ten years from the date of shipment by us of the original battery of cells covered hereby.

All cells to be replaced shall be delivered to us f. o. b. Orange, New Jersey. All cells supplied hereunder will be delivered by us f. o. b. Orange, New Jersey. All cells and parts thereof replaced by us hereunder shall become our property. We reserve the right to require payment of the aforesaid charge in cash before replacing any cells hereunder unless your credit with us is satisfactorily established at the time of such replacement.

This guaranty and agreement is subject to the following conditions and is not binding upon us unless these conditions be faithfully observed:

A. That all said cells be installed in a manner approved by us.

B. That all said cells be used only in connection with apparatus approved by us and maintained in reasonably good repair.

C. That all said cells be cared for and operated in accordance with our standard printed instructions.

D. That our authorized inspectors and agents have access to said cells for test and inspection at any reasonable time.

E. That all of said cells be used only for the purpose for which same are furnished to you, and used only within the limits of the United States, which for this purpose shall be considered not to include its insular possessions, Alaska or the Panama Canal Zone.

This guaranty and agreement applies only to the above cells sold to you and is not assignable or transferable. Furthermore, this guaranty and agreement shall not be binding upon us with respect to any cell lost or destroyed, or with respect to any cell damaged or injured through or by misuse, abuse, fire, wreck, collision, accident or other cause foreign to the service for which it is intended.

This guaranty and agreement is subject to the condition that we shall not be liable for any delay in replacing any cells hereunder due to any strike, fire, flood, war or any unavoidable cause, or due to inability to obtain or delay in obtaining material; nor for any other delay unless caused by our failure to use reasonable diligence in supplying cells for such replacements.

Orange, New Jersey

EDISON STORAGE BATTERY COMPANY

Date:

By _____

Vice President

Accepted:

_____

By _____

Date _____

[ENCLOSURE]

Data relating to vehicle in which the battery hereby guaranteed is to be exclusively used:

Name of Manufacturer_____

Type of Vehicle_____

Manufacturer's Vehicle No._____

LIST OF BATTERY CELL NUMBERS

[ENCLOSURE]

Edison Storage Battery Guaranty

~~106~~
115

THOMAS A. EDISON LABORATORY.

September 15, 1919.

Mr. W. H. Meadowcroft.

On July 2nd, you advised me that the 15 A-6 Cells which were delivered in October, 1916, to the Brooklyn Navy Yard for the use of Mr. Thomas A. Edison on Motor Sailor Boat No. 1206 were still on the boat. If these Cells are still in use, will you please so advise me.

A memorandum from you in this connection will be appreciated.

G. M. Ryder
LABORATORY OFFICE MANAGER.

Mr. Ryder:
These cells will be removed from the boat within a few days and returned to the Battery Co.
W. H. Meadowcroft

9/16/19
108 Fulton Boat
per W. H. Bonney

GMR:AJU.

SB-1504-1-M-619
Old No. 2252

EDISON STORAGE BATTERY COMPANY

Memorandum

Meadowcraft

Sept. 20,1919.

Wrote note of thanks & say I am proud of the Check & hope the boys will get many of them

Edison

TO- Mr. Thomas A. Edison, President.

FROM- Mr. C.E.Sholes, V.P. & G.M.

The employees of this Company have asked that Check No. 1 of our First Thrift Dividend shall be sent to you, and we enclose accordingly.

At the same time, may we express our thanks for the generous approval you gave to the experiment with this plan, and our confident hope to justify it.

Faithfully,

C.E.Sholes

C.E. Sholes
Vice Pres't & Gen'l Mgr

7865

Mr. Kellow
Mr. Edison has written a letter of acknowledgment.
(signed) Meadowcraft

[ENCLOSURE]

#1

CONFIDENTIAL

SB—1816—25C-419

EDISON STORAGE BATTERY COMPANY
Office of the General Manager.

THRIFT DIVIDEND NOTICE

The Board of Directors has kindly consented that commencing with September 1st, and for a period of 6 months thereafter, we may try out a plan by which all employees of the Edison Storage Battery Company, Edison Storage Battery Supply Company, Edison Chemical Works, and Edison Storage Battery Garage Co. can earn some extra payment each month. The plan is conceived in fairness and friendship to see if the principle can endure, and is as follows:

WHERAS it has always been necessary, and is now necessary to put all money received fre· sales back into the business, and

WHEREAS it is believed that under the new organization the Sales will be materially increased and enable a larger production which means lesser costs, and

WHEREAS it is believed that the Manufacturing Division and Chemical Works and all other Departments can also accomplish material savings and betterments under new organization and a Dividend Plan, and

IT HAS BEEN AGREED that commencing with September 1, 1919, and continuing until February 28th, 1920, but without implying, inferring or incurring any obligation beyond such period.

1. That a fair estimate of the probable cost (including all reasonable charges, but without any profit) of cells manufactured from September 1st, 1919 to February 28th, 1920, and calculated into A-4 equivalents, is $11. per cell, and

2. If and whenever during the period specified, the cost of A-4 equivalents is reduced from $11., then one-half of the sum of the reduction shall be divided equally among all employees excepting

3. From the whole sum of any cost reduction attained, there shall first be deducted the cost and losses of any defective products thrown out by Inspectors, or rejected and returned by the Test Department or District Managers or customers, as well as the cost and loss of any unnecessary waste, etc., etc., which has not previously or otherwise been calculated into costs, and

4. On or before the 8th day of September, and during each succeeding month of the whole period specified herein, the Managers Committee shall furnish the Board of Directors with an estimate and reasonable justification therefor of the savings (if any) which have and or will probably be accomplished during the previous and succeeding month, and which estimate as approved or changed by the Board of Directors and corrected by deductions as mentioned in preceding paragraph shall become the basis of division and payment (if any) but

5. On or before the 15th of each month or at any earlier date when the Accounting Committee shall report the actual cost of Edison A-4 equivalents for any previous month of the whole period specified herein, then a correction of the estimate as planned in paragraph 4 hereof shall be made as provided in paragraph 3 hereof, and the correction shall be added to or deducted from the next succeeding payment.

6. It shall be understood that any employee who is discharged or shall leave the employ of the company for any reason whatsoever shall lose all right to share in any dividend subsequently paid, and

7. It shall be particularly understood and agreed that all obligation of the Company shall end with the payment of dividends (if any) earned and calculated to February 28th, 1920, and that the Board of Directors may thereafter discontinue interest or change or renew the agreement as they may then prefer and decide.

What we think or say about this plan does not matter. It is how we stand the test and what we do with the opportunity, that is vital. Everyone must do his or her share to prove that this partnership is profitable in money and happiness. It means diligence, fairness, faithfulness, fellowship and frugality on the part of every one of us. It means that carelessness, idleness and wastefulness will reduce the Dividend for everyone.

If you are strong and skilled, then do your part, and some for the fellow who is not so fortunate and who envies you. If you are not strong or skilled maybe you can help with suggestions.

Do your part. I will do mine.

C. E. SHOLES,
General Manager.

September 2nd, 1919.

[ENCLOSURE]

THRIFT DIVIDEND NO.1.

To prevent misunderstanding you are again reminded that these payments are based on **estimated** savings, and that we cannot know the **actual** savings of any month until the 15th of the next month.

Also, this plan is an experiment and it is up to us to show the Directors that this kind of partnership pays.

Let's *try* to make the actual savings more than the estimated savings and thus earn increased dividends.

Every one must do his or her share with diligence, fairness, faithfulness and frugality.

Anyone and every one who is tardy, careless, idle, or wasteful is reducing the dividend for all others and is therefore unfair.

Do your part. I will do mine.

C. E. SHOLES,

Sept. 15th, 1919 General Manager.

60215

September 25-1919

From Walter Stevens, Manager, Export Division,

To Arthur Mudd, Secretary, Edison Storage Battery Company.

Subject: Edison Accumulators Limited's Agreement.

Under date of August 22d, 1919, Mr. Sholes handed to Mr. Monnot, formal Notices (2) of the termination and cancellation of our Agreements with Edison Accumulators Limited, said termination and cancellation to take effect 90 days from August 22d, 1919.

On August 28th I handed to Mr. Maurice E. Fox who was about to return to London, two further sets of Notices, with instructions to present same to the Secretary of Edison Accumulators Limited in the presence of a witness, sending me a letter properly signed by himself and witness to the effect that said Notices had been delivered to the Secretary of Edison Accumulators Limited.

I hand you herewith, original of Mr. Fox's letter, witnessed by H. R. Hughes, in which he advises that on September 10th, 1919, he presented to the Secretary of the above company at their registered offices, 2/3 Duke Street, London S. W. 1, these Notices.

Will you please attach Mr. Fox's original letter to copy of original Agreement which you are holding at your office.

In order that our files may be complete, kindly send me an acknowledgment of the receipt of Mr. Fox's letter.

WALTER STEVENS.

WS.

C. C. to
Charles Edison,
C. E. Sholes,
Delos Holden,
H. Lanahan.

[ENCLOSURE]

COPY

164 Wardour Street,

London W. 1.

September 10-1919.

Walter Stevens, Esq.,
Vice President & Manager Export Division,
Edison Storage Battery Company,
10 Fifth Avenue,
New York City, U. S. A.

Dear Sir:--

We, the undersigned, beg to inform you that we have this day presented to the Secretary of Messrs. Edison Accumulators Limited, at the registered offices of the said firm, 2-3 Duke Street, London, S. W., your two notifications dated August 22d, 1919, wherein the said firm is informed that the exclusive and non-exclusive rights granted by Agreement dated September 20th, 1913, are to be cancelled at the expiration of ninety (90) days from the date of said notifications.

Yours faithfully,

(Signed) Maurice E. Fox,
(Signed) H. R. Hughes.

Registered.

Phoned Mr Miller's Secretary 2.45 Pm. 9/6/19, re Willy's message to Mr Hunter. J.V. Miller out of town. HAH

J V Miller

Please ~~put~~ take 3 lbs of Nickel hydroxide just as you send it to factory but screened thru 50 mesh & put it in one of your Iron pots & Reduce by Hydrogen & send it up to

Lab

Walker - Save for E Esquire case

D
1919 Battery, Storage

September 26-1919

FROM EDISON STORAGE BATTERY COMPANY

EXPORT DIVISION

Mr. Charles Edison:-

After considerable correspondence we have entered into an exclusive sales arrangement with the Mine Safety Appliances Company, Pittsburg, Pa., whereby we have granted them the exclusive sale of our Mine Lamps in China, Japan and Canada for a period of one year from October 1st, 1919.

We have agreed to allow them the same discounts as they enjoy from the Parent Company, and to forward all orders and inquiries received from that territory, to them, during the period of the Agreement.

I have advised Messrs. Sholes and Kelly in reference thereto.

WALTER STEVENS.

WS.
C. C. to
C. S. A. Williams
Chas. Poyer.

P.541

October 1, 1919

Walker Vehicle Co.
Chicago, Illinois.

Gentlemen:

For your reference we confirm contingent agreement as follows:

1. The Walker Company will recommend Edison batteries for use in any and all vehicles manufactured and assembled by the Walker Company, and will further agree to give preferred publicity to the Edison battery in its catalogs and sales books.

2. In consideration of as mentioned next above, and that the Walker Company agrees to purchase not less than 5000 A4 equivilents from October 1st, 1919 to February 28th, 1920, the Edison Company shall extend and pay to the Walker Company a special allowance of 5% for advertising, and which sum shall be taken from the Advertising appropriation of the Edison Company, but this allowance of 5% shall not apply against any batteries purchased prior to date hereof by the Walker Company, or against any list of prices lower than the now existing price list of the Edison Company

3. It is mutually agreed that the special allowance of 5%, as mentioned in paragraph next above, shall be calculated on the sum of net invoicings (after all other discounts excepting cash discount are deducted therefrom) and shall be paid or credited, as the Walker Company may prefer, on or before the fifteenth of each month for all invoicings of the previous calender month.

Also it is mutually agreed that this agreement shall be kept in confidence between us.

Respectfully yours,

O. E. Sholes
Vice President & Gen'l Mgr.

COPY

Mr. S. B. Mambert

SR-1504-1-5M-819
Old No. 2482

EDISON STORAGE BATTERY COMPANY

Memorandum

October 8,1919

TO: Mr. Thomas A. Edison, Pres't,
FROM: Mr. C.E.Sholes, Vice Pres't & Gen'l Manager
SUBJECT: Experimental Work.

Dear Mr. Edison -

Can you kindly help us with your advice in premises as follows:

(1). This Company is indebted for an important sum and although we have high hopes to overcome this burden of indebtedness, it seems unreasonable to expect much progress until we have first learned to live within our means, and

(2). In order to prevent any unwise or unnecessary expenditure, the Managers of the various divisions have agreed that no experimental work shall be undertaken except as authorized by the Managers' Committee and by a shop order approved by the General Manager.

(3). One of our most beloved associates has unknowingly broken this rule and because of the circumstances we are at loss to know what to do about it.

(4). At the present time, we are operating 18 cranes for nine hours per day and handling about 67,500 gallons of wash water and solution. When this solution is precipitated, we obtain a total of about 20,000 pounds of nickel-copper carbonate per day. We are not at present losing any appreciable quantity of solution, and of the total carbonate produced we are refining and obtaining as nickel solution or copper compounds the equivalent of 15,000 pounds of carbonate, leaving an unused daily balance of 5,000 pounds of nickel-copper carbonate, which is being stored for future recovery.

(5). We have contracted for and have at present 80% completed, and will have in operation in ten days, equipment sufficient to handle all wash water and solution, complete precipitation and production of carbonate, and recovery of nickel and copper from carbonate.

(6). Any additional equipment for recovering or refining this carbonate seems unnecessary and uneconomical and since the greatest part of the work is the recovery of the carbonate from the solution, it also seems logical to centralize the work at Orange. Any excess of Nickel Sulphate solution which may be produced could be shipped to Silver Lake in drums for direct use, or, we can if necessary evaporate (we have the pans) and send the Sulphate in the form of crystals.

(7). The beloved associate who has violated our rule is Mr. Thomas A. Edison and the question at issue is therefore whether we shall censure the President or fire the General Manager.

(8). As a compromise, and inasmuch as it is not fair to criticize without offering a remedy, we presume to suggest that Mr. Doherty visit us and look over our plant and give us the benefit of your plans in connection with the equipment now installed and planned.

(9). Asking the favor of your kind reply, I am,

Faithfully yours,

C.E.Sholes

cf

Charles U u attend to this
but I would like to see any
agreement I have signed in
this connection

Edison

October 21st, 1919

PERSONAL

Mr. C. E. Sholes, V.P. & G.M.
Edison Storage Battery Company
Orange, New Jersey

SUBJECT: Tidewater Equipment Company - Starter.

Dear Mr. Sholes:

The last time I talked to you about the above subject you stated that you were determined not to finish the model at the Edison Laboratories nor to proceed with putting it on the car and trying it out, and I desire to give you a little history in connection with this whole transaction and have your final decision on the above question.

When this proposition was brought before Mr. Thomas A. Edison he investigated it very thoroughly and placed his O.K. on the starter and on the fact that it could be made to work in fine shape with an Edison battery, bought fifteen shares of the stock for $1000.00 cash and the Edison Storage Battery Company made an agreement to make the model and demonstrate this model for a sum of not to exceed $5,000.00, this to be done at Orange at the Laboratories.

Owing to this O.K. of Mr. Edison and the agreement and the further fact that it was held by all concerned that if a starter could be put on the market with an Edison battery, it would be a wonderful success, and at a meeting of the sales organization, at which the Vice-President of the Edison Storage Battery Company presided, the proposition was placed before employees of the Battery Company that they should join in buying some of this stock.

Included in that number was Mr. Wm. G. Bee, deceased, formerly Vice-President of the Edison Storage Battery Company, who also had great confidence in the starter, owing to Mr. Edison's O.K., and his widow, carrying out his wishes, placed $500.00 in cash in the stock of this company. Other employees took stock, among them myself, taking $900.00 worth of the stock.

A large number of citizens of Boston and some of Portland, Me. put in between twenty and thirty thousand dollars in cash into

Mr. C. E. Sholes. 10/21/19.

the stock of this company, entirely on the strength of Mr. Edison's O.K. and agreement; and Mr. Robert W. Sanford, 52 State Street, Boston, one of the directors of the Tidewater Equipment Company, states that he and the rest of the New England stockholders are very much grieved and hurt at the failure of the Edison Storage Battery Company to carry out what they had agreed to do.

Under the original agreement, two models were made and, of course, as is the case in all such inventions, the second one worked much better than the first one and was almost perfect, running as it did in a Ford car belonging to the Edison Company for nearly four months.

It was then suggested that the engineer who had designed the models under the patents could make great improvements, eliminating many parts and make possible economical manufacture, and this question was taken up very carefully by Mr. Thompson and myself with Mr. Chas. Edison, who authorized an arrangement to be made with Mr. Hanson of Portland, Me., the said engineer, to proceed with drafts, etc., and to supervise the finally putting together of the product of the said drafts at a sum not to exceed cost and $700.00.

On the strength of this agreement on the part of Mr. Chas. Edison I went to Portland, Me., called a meeting of the Board of Directors and in order to protect the company, the Board elected me as one of their number; and further, on the strength of Mr. Chas. Edison's word that the model should be completed and tried out thoroughly, I individually and alone put my hand in my pocket and paid up all of the outstanding debts of the Tidewater Equipment Company, amounting to several hundreds of dollars, taking stock therefor.

I wanted you to know all the above facts and have been asked by the directors and stockholders of the Tidewater Equipment Company to know if your repudiation of Mr. Chas. Edison's agreement is to be final, and I would consider it a great personal favor if you would carefully go over the matter and give me the decision of yourself and associates.

I am sending a carbon copy of this letter to Mr. Thomas A. Edison and to Mr. Chas. Edison, in order that they may know fully the feeling of the numerous stockholders in this matter. If for the sake of a few hundred dollars you are going to throw aside all agreements and possibilities of this being a wonderful chance to make a very large market for Edison storage batteries, the Tidewater Equipment Company would like to know it, in order that they may know how to proceed.

With assurances of my personal regards, I remain,

Very truly yours,

Geo Drake Smith

Mr. Edison is giving Olson a farewell dinner.
Yes - Perhaps he can come
Invite Mr. Edison to be present
Give copy of invitation to Mr. Meadowcroft

Oct. 23rd, 1919.

Mr. Thomas A. Edison.,
West Orange, N. J.

Dear Mr. Edison;

You are cordially invited to attend a farewell dinner to be tendered to Mr. Werner O. Olson by his co-workers.

Dinner will be served promptly at 8 o'clock Thursday evening, October 30th, at Achtel-Stetter's, Newark, N. J.

ARRANGEMENT COMMITTEE,

W. J. Stanck.
Chairman.

Mr Edison
Olson is in the
Engineering Dept - He is
the lad whom you will
probably remember.
Meadowcroft

He told me he was
leaving to go into
business for himself

CHARLES EDISON
CHAIRMAN OF THE BOARD

The Edison Storage Battery Supply Co.

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

CABLE ADDRESS "LYNOTIC" NEW YORK

THOMAS A. EDISON PRESIDENT
S. B. HANBERY VICE-PRESIDENT AND GENERAL MANAGER
~~THOS. RICHMOND~~ VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. MILLER TREASURER
ARTHUR MUDD SECRETARY

IN REPLYING ADDRESS THE COMPANY AND REFER TO

Nov. 3, 1919..

Medcraft - Y could sign proxy down at Lab have no pen at home

ANNUAL MEETING

Notice is hereby given that the annual meeting of the stockholders of The Edison Storage Battery Supply Company will be held at the principal office of the Company, corner Valley Road and Lakeside Avenue, West Orange, N. J., on Wednesday, Nov. 12, 1919, at ten o'clock a. m. for the following purposes.

> (1) to elect five directors; (2) to take appropriate action upon annual reports to be submitted by the Treasurer and other officers of the Corporation; and (3) to transact all such other business as may regularly come before the meeting.

If you do not expect to be present, will you kindly send me a suitable proxy, designating an agent to represent you at the meeting. A form considered suitable for this purpose is enclosed, which, if satisfactory to you, should be dated, signed and witnessed.

Yours very truly,

Arthur Mudd

Secretary.

F270-24817

EDISON CHEMICAL WORKS DIVISION
EDISON STORAGE BATTERY CO.

FUNCTION— Thomas A. Edison Laboratory,
Mr. Meadowcroft.

MEMORANDUM NO. VM---1237

DATE Nov. 13th 1919.

SUBJECT— Orders for Mr. Edison.

Dear Mr. Meadowcroft,

There has been some confusion as to the authority of ordering material from us on the strength of "Mr. Edison wants same immediately". At the meeting of the Manufacturing Committee today the matter was brought up and I made the following decision.

That any orders bonafide from Mr. Edison for material should be put through without any formal order or requisition and sent to Mr. Edison at the earliest possible time in which we can get out the material, not sacrificing quality, however.

That no orders should be accepted by telephone or otherwise to do work on the supposition that it is for Mr. Edison, unless the said order comes through you.

Will you therefore, hereafter, forward to us any orders for material for Mr. Edison or accept and approve of any orders or requisitions telephoned or sent to us by other parties said to be ordering for Mr. Edison.

Unless we hear from you to the contrary, this will be the ruling we shall make.

J. W. Miller,
Division Manager.

Mr. Edison
This is a very good rule and if anyone comes to me and wants me to order anything for you, I should require them to show me your name or authority.
Meadowcroft

COPIES TO— Mr. Hunter and Mr. Burrows.

H. G. THOMPSON
PRESIDENT

F. V. McGINNESS
VICE-PRESIDENT

HAROLD H. SMITH
SEC'Y-TREAS.

Transportation Engineering Corporation

MAIN OFFICE: 200 FIFTH AVENUE, NEW YORK
DISTRICT OFFICE: 1305 MANHATTAN BUILDING, CHICAGO

RAILWAY DISTRIBUTORS
FOR
EDISON STORAGE BATTERY COMPANY
STORAGE BATTERIES FOR
TRAIN LIGHTING
RAILWAY SIGNALING AND
OTHER RAILWAY PURPOSES

RAILWAY DISTRIBUTORS
FOR
THE AUTOMATIC TRANSPORTATION COMPANY
INDUSTRIAL TRUCKS
TRACTORS AND
ENGINES

New York, Nov.25,1919.

Mr.Charles Edison,
Orange, N. J.

Dear Charles:-

The following information has come to our attention and I request that you review this letter for to my mind it is bound to re-act in a manner detrimental to the interests of the Edison Storage Battery Co., and at the same time is an action which places us in a most embarrassing position and we cannot help but believe that it is aimed to make it more or less impossible for us to handle the Edison Battery for you with any profit whatsoever to ourselves.

The action on your part of offering these discounts to the railroads in the light of their being preferred customers, we cannot help but feel is detrimental, as for instance, certain large users of Edison batteries in commercial street truck use or in industrial truck use or even in mine locomotive service, are as fully entitled to the same discounts from your list, as are the railroads.

If these discounts be universal to large users irrespective of the service to which they might be applied, there may not be the same criticism but to single out the railroads, many of whom even though under contract, are but purchasers in very small quantity, is in my opinion bad business.

If the maximum discount of 20% is contemplated, is given the railroads upon their signing up for the exclusive use of Edison batteries for all of its application for its service, this will immediately incur the displeasure of the industrial truck manufacturers, who are selling to railroads and re-act against you in a very serious manner. The industrial truck manufacturers will become incensed at your offering this maximum discount to the user when their's is only 5% above this and when it cost them 10% to handle the business with their customers who are anywhere from 60 to 90 days in paying for the goods, whereas on the other hand you receive your payments from some of the manufacturers in 30 days and some of them even discount their bills.

Furthermore, this action on your part in announcing these greater discounts to railroads will immediately become known to your competitors, the lead battery manufacturers, and will be a much easier matter for them to figure against you in price than it has been ever heretofore.

This leaves nothing to your salesman to hold up his sleeve in order

to close at the last moment and a circular letter of this nature will not aid you with some of the larger railroads when they learn that any and all railroads, regardless of quantity purchased, can obtain this maximum discount under contract.

Also under our arrangement with you, we do not enjoy any commission where you have made contracts and should you be successful after the roads are returned to private ownership of getting more roads then you now have, tied up with contracts on this basis, it would eliminate us altogether.

We understand that this announcement has been sent to all of the Edison Storage Battery salesmen and yet we have not received a copy and would therefore blindly go ahead and quote what we understood as the Edison Company's policy in the way of prices only to be made a laughing stock of at the very outset.

In the spirit of fair play and honesty will you not have this matter reviewed and give us the opportunity of presenting what we consider to be the fundamental facts in the case before this is allowed to become operative.

Barion the seeming conceit, but for ten years practically, I with the assistance of Mr.McGinness, have been endeavoring to get the railroad business of the country and have been successful as you well know, in tying up the largest users either with contracts or without it, and it is safe to say that a great many roads to whom this proposition will be presented who would not under any circumstances tie up in an exclusive contract, will however demand the maximum discount in view of the fact that they are as large purchasers of storage batteries as are those roads or will be those roads who are now under contract or who might enter into contract.

Also immediately that this announcement is made known to certain Axle Generator manufacturs who have not a battery of their own and whom we have now gotten to the point where they are working with us and for you in the attempt to have Edison batteries used wherever possible, with their equipment it will simply antagonize them and if I am not greatly mistaken, they will turn from Edison to lead because there will be nothing in it for them whatsoever in attempting to secure Edison battery business when the railroads with whom they are dealing can purchase them as cheaply as they can and under these circumstances they will take the easier course and permit the road either to buy whatever they please or as I have stated before, take the initiative and attempt to sell their equipment with lead batteries.

The lead people in their wildest dreams wouldnotgetotthe manufacturer and the railroad business of the country has always been conducted in all lines on the basis or the manner in which I directed it while with your organization.

Please believe me that this matter is far reaching and will only injure you in the long run, and if you will pardon me, this decision can only have been arrived at due to ignorance of the manner in which the railway

supply business is conducted and when you come to realize it, the railroads collectively are the best purchasing power in the United States as a class.

To sum this matter up, it has never been necessary to give these discounts in the past to obtain the railroad business.

Yours very truly,

H. H. Thompson

President.

H

[ENCLOSURE]

TO ALL PURCHASING AGENTS

Subject: New discounts.

Please be advised that on new orders received from and after December 1st, 1919, but subject to change without notice, we will extend the following uniform discounts to railroads.

First: On orders for Edison Storage Batteries for any purpose whatsoever, 10% from list price prevailing on date of acceptance for orders.

Second: On optional contract or agreement including schedules for specifications covering Edison Storage Batteries, 15% from list prices prevailing on date of acceptance of orders.

Third: On contracts engaging the exclusive purchase of Edison Storage Batteries for all battery applications, 20% from list price prevailing on date of acceptance of orders.

The favor of your acknowledgement with statement of your interest in any of these propositions will be very much appreciated.

Yours very truly,

John Kelly,
Gen. Sales Mgr.

By E.M. Cutting,
Mgr. Railroad Dept.

[ENCLOSURE]

COPY

2 copy

May 28, 1919

Sales arrangement with Mr. H. G. Thompson concerning Sales of Batteries to Railroads for Lighting, Switch, Signal, and certain miscellaneous services.

Mr. H. G. Thompson,

Orange, New Jersey.

My dear Mr. Thompson:-

Referring to our conversation concerning above and for record, we confirm that in view of your experience and service with this Company, we are willing that you should organize a Corporation, of which you control a majority of the stock and are the active manager, and undertake to sell our Batteries to Railroads in the United States, under terms, conditions and exceptions as follows, viz:

The arrangement shall be informal and based on mutual confidence, in the same manner as our arrangement with the Mine Safety Appliance Company, which may be terminated at any time, but which has been very satisfactory, and with which you are entirely familiar.

At least until you have shown it to be of advantage to us to relinquish the right, we do not give up our right to sell direct and quote such discounts as may be deemed necessary. We will, however, undertake to keep you informed as to quotations made, you in turn to keep us informed. Furthermore, we intend to extend all reasonable helps towards enabling you to satisfactorily attend to this business for us.

All sales of Batteries shall be made in our name and for our account and subject to acceptance and confirmation by us, and you will not directly or indirectly sell or offer for sale any other Storage Batteries.

Discounts shall be subject to change on sixty days written notice to you, but for the present and until further advised we will allow you as a basis for the calculation of your commissions:

[ENCLOSURE]

On A & B type cells	-	25% from List Prices
On other " "	-	20% " " "
On Solution & Fillers	-	10% " " "
On Miscellaneous Parts	-	Discounts corresponding to cell types

Settlements may be made after the end of each month by remitting to you the sum of differences between discounts to you and those extended to your customers, in all cases in which the discount to your customer is less than the discount to you.

All Sales and Convention expenses shall be borne by you and we shall not be expected to assume any part thereof, but we shall, of course, assist you with our usual advertising, literature and inspection service.

The term "Railroads" as used herein includes Electric Street, Subway, and Interurban Railroads in the United States. The business of such placed through agencies (like Robinson, Cary & Sands) and the business placed through Equipment Manufacturers (like Safety Car Heating & Lighting Co.) and through Car Builders (such as the Pullman Co. and American Car & Foundry Co.) is in this arrangement considered included. But, at least for the present, this arrangement does not include business of Steamship Lines owned or operated by Railroads, or business of Railroads operating wholly without the United States, or Export business, or Mine Locomotive business, or Industrial Truck business, or business of the Railway Storage Battery Car Co., or other business of such general nature with Railroads, or batteries for the propulsion of storage battery propelled passenger cars. The term "United States" as used herein shall not include Alaska, the Canal Zone, or any insular dependencies or possessions.

Also, and to prevent unnecessary misunderstanding, we remind you that the Company has already paid the expense of getting existing contracts and cannot fairly assume any additional costs for orders thereon. But we will supply you with a list of expirations so that you can prepare to renew these contracts.

It is understood that you will avoid undesirable competition with Edison Primary Battery in any of its established or prospective business.

It is understood and agreed that you, with your staff of assistants, either personally or through the corporation to be organized by you and to be under your direct active management, will diligently promote the sale of our batteries to railroads in the United States continuously so long as this arrangement remains in existence, and that your

[ENCLOSURE]

function shall be solely the solicitations of orders and such service as may be incidental thereto, and that neither you nor your corporation shall have any authority to make any contracts or incur any obligations in our name or on our behalf or binding upon us.

It is furthermore understood and agreed that we shall not be liable to you or your corporation for any commissions except on batteries actually sold under this arrangement and delivered and paid for, and that you shall not be entitled to any commissions on repair jobs or on replacements under guaranties.

It is further understood and agreed that the acceptance of any order procured by you is entirely a matter within our discretion, and that we shall not be liable to you or your corporation for commissions or otherwise because of any delay in delivery of batteries under any order, or for failure to deliver the same, or on account of the cancellation of any such order, or on account of any delay in making collections, or failure to make collections.

It is expressly understood and agreed that we shall have the right to terminate this arrangement at any time with or without cause on sixty days notice. Such notice may be given by the mailing of a registered letter, postage prepaid, addressed either to you or any officer of your corporation at your or its last known address.

It is further understood and agreed that in case of the termination of this arrangement in any manner, our obligation to pay you commissions shall not extend to any batteries supplied on orders received by us subsequent to the date of such termination, and in the case of orders received prior to the date of such termination, such obligation shall not extend to any batteries except such as shall have been ordered specifically for delivery prior to the expiration of four months afterthe date of such termination.

In conclusion we can only suggest that, as this arrangement is based on mutual confidence and good faith, we believe that you will agree that any matters which may develop and or which are not provided for herein may be safely left for future consideration, fair dealing and settlement.

Hoping that we have expressed as desired and with confidence that you will lend every possible assistance to a long and satisfactory continuance of this arrangement and to the success of every Edison interest, and with kindest regards and best wishes for your future, I am

Faithfully,

Accepted:

H. G. Thompson

Charles Edison
Chairman of the Board

[ATTACHMENT]

Say to Thompson, that I have not followed the business at all for a long time & have had to leave it entirely to Charles Edison. I think he will act fairly all round — S

Mr Chas Edison
Mr. Thompson was here and I gave him this message
Mr Edison

200 Fifth Avenue,
New York, November 29th, 1919.

Dear Mr.Edison:

Six months have now elapsed since the formation of my corporation to act, in accordance with your wishes, as the railway distributor for the Storage Battery Company. It will interest you to hear that, in spite of the restrictions placed upon railroads by the Railroad Administration, we have secured orders for some 22,000 A-4 equivalents or a little over $200,000. worth of batteries.

In my conversations with you and Charles when the arrangement for me to sell batteries was being made, it was your idea that my company should act as the Railway Department of the Battery Company.

Mr.Sholes, as I understand it, objected to this being granted at once, and as a compromise, our rather informal agreement was made to read:

> "At least until you have shown it to be of advantage to us to relinquish the right, we do not give up our right to sell direct and quote such discounts as may be deemed necessary".

This expressed the idea that later we would be made your exclusive Railroad Department. To further this and the agreement further stated:

> "...we intend to extend all reasonable helps toward enabling you to satisfactorily attend to this business for us".

I am indeed sorry to have to say to you that the present

Save for Historical purposes

working arrangements are not as pleasant as we think they could be made, and should be for the best interests of yourself and us.

Your salesmen are acting in competition with us which brings about an unsatisfactory feeling in the minds of railroad officials, which can only result in confusion making it difficult for either of us to secure as much business as we think should be possible.

We have tried for months to find a way of working with your Sales Department, but apparently we have been unsuccessful, for the climax of their hostile acts is the preparation of a letter to be sent to the Purchasing Agents of all Railroads offering discounts as follows:

10 percent on all orders for batteries for any purpose

15 percent under an optional agreement to purchase Edison batteries

20 percent under an exclusive agreement to buy Edison.

I have written Charles asking him to prevent the sending of this letter not alone because it would nullify your agreement with me but because in a number of ways it would re-act and injure you directly. A copy of my letter to Charles is enclosed for your information.

When you were shown the agreement made with me last May, your comment was that it was not fair to me. So it has worked out, though at the time I was willing to accept it because I knew I could count upon your good faith.

As the working out of the arrangement, however, is left to others, I am going to ask if you will not consider putting it in more definite form. With the personnel of your sales force being gradually changed in character by the replacement of the older men who leave, by young men with generally little or no battery experience, I feel that we are more than ever in a position to hold your railroad business for you.

I will call Monday morning to discuss this matter with you. If you would care to have me call on you before then, say at your home on Sunday, please send me word by telephone and I will come at once. My phone number

is Glen Ridge 170.

I hope you will agree with me that this is a really serious matter to both of us.

Sincerely yours,

H. G. Thompson.

HGT H

Mr. Thos. A. Edison,

Orange, N.J.

[ENCLOSURE]

New York, Nov.25,1919.

Mr.Charles Edison,
Orange, NJ

Dear Charles;-

The following information has come to our attention and I request that you review this letter for to my mind it is bound to re-act in a manner detrimental to the interests of the Edison Storage Battery Co., and at the same time is an action which places us in a most embarrassing position and we cannot help but believe that it is aimed to make it more or less impossiblefor us to handle the Edison Battery for you with any profit whatsoever to ourselves.

The action on your part of offering these discounts to the railroads in the light of their being preferred customers, we cannot help but feel is detrimental, as for instance, certain large users of Edison batteries in commercial streettruck use or in industrial truck use or even in mine locomotive service, are as fully entitled to the same discounts from your lists, as are the railroads.

If these discounts be universal to large users irrespective of the service to which they might be applied, there may not be the same criticisms but to single out the railroads, many of whom even though under contract, are but purchasers in very small quantity, is in my opinion bad business.

If the maximum discount of 20% as contemplated is given the railroads upon their signing up for the exclusive use of Edison batteries, for all of its application for its service, this will immediately incur the displeasure of the industrial truck manufacturers, who are selling to railroads and re-act against you in a very serious manner. The industrial truck manufacturers will become incensed at your offering this maximum discount to the user when their's is only 5% above this and when it cost them 10% to handle the business with their customers who are anywhere from 60 to 90 days in paying for the goods, whereas on the other hand you receive your payments from some of the manufacturers in 30 days and some of them even discount their bills.

Furthermore, this action on your part in announcing these greater discounts to railroads will immediately become known to your competitors, the lead battery manufacturers, and will be a much easier matter for them to figure against you in price than it has ever been heretofore.

This leaves nothing to your salesman to hold up his sleeve in order to close at the last moment and a circular letter of this nature will not aid you with some of the larger railroads when they learn that any and all railroads, regardless of quantity purchased, can obtain this maximum discount under contract.

Also under our arrangement with you, we do not enjoy any commission where you have made contracts and should you be successful after the roads are returned to private ownership of getting more roads than you now have, tied up with contracts on this basis, it would eliminate us altogether.

We understand that this announcement has been sent to all of the Edison Storage Battery salesmen and yet we have not received a copy and would therefore blindly go ahead and quote what we understood as the Edison Company's policy in the way of prices only to be made a laughing stock of at the very outset.

In the spirit of fair play and honesty will you not have this matter

[ENCLOSURE]

reviewed and give us the opportunity of presenting what we consider to be the fundamental facts in the case before this is allowed to become operative.

Pardon the seeming conceit, but for ten years practically, I with the assistance of Mr.McGinness have been endeavoring to get the railroad business of the country and have been successful as you well know, in tying up the largest users either with contracts or without it, and it is safe to say that a great many roads to whom this proposition will be presented who would not under any circumstances tie up an exclusive contract, will however demand the maximum discount in view of the fact that they are as large purchasers of storage batteries as are those roads or will be those roads who are now under contract or who might enter into contract.

Also immediately that this announcement is made known to certain Axle Generator manufacturers who have not a battery of their own and whom we have now gotten to the point where they are working with us and for you in the attempt to have Edison batteries used wherever possible, with their equipment it will simply antagonize them and if I am not greatly mistaken, they will turn from, Edison to lead because there will be nothing in it for them whatsoever in attempting to secure Edison battery business when the railroads with whom they are dealing can purchase them as cheaply as they can and under these circumstances they will take the easier course and permit the road either to buy whenever they please or as I have stated before, take the initiative and attempt to sell their equipment with lead batteries.

The lead people in their wildest dreams would protect the manufacturer and the railroad business of the country has always been conducted in all lines on the basis of the manner in which I directed it while with your organization.

Please believe me that this matter is far reaching and will only injure you in the long run, and if you will pardon me, this decision can only have been arrived at due to ignorance of the manner in which the railway supply business is conducted and when you come to realize it, the railroads collectively are the biggest purchasing power in the United States as a class.

To sum this matter up, it has never been necessary to give these discounts in the past to obtain the railroad business.

Yours very truly,

W. F. Thompson

President.

[ENCLOSURE]

COPY OF PROPOSED LETTER TO RAILROADS FROM THE SALES DEPT. OF THE STORAGE BATTERY COMPANY.

TO ALL PURCHASING AGENTS:

Subject: New Discounts.

Please be advised that on new orders received from and after December 1st,1919, but subject to change without notice, we will extend the following uniform discounts to railroads.

First, On orders for Edison Storage Batteries for any purpose whatsoever, 10% from list price prevailing on date of acceptance of orders.

Second, On optional contract or agreement including schedules for specifications covering Edison Storage Batteries, 15% from list prices prevailing on date of acceptance of orders.

Third, On contracts engaging the exclusive purchase of Edison Storage Batteries for all battery applications, 20% from list price prevailing on date of acceptance of orders.

The favor of your acknowledgement with statement of your interest in any of these propositions will be very much appreciated.

Yours very truly,

JOHN KELLY
Gen.Sales Mgr.

By E. M. CUTTING
Mgr.Railroad Dept.

EDISON STORAGE BATTERY CO.

Storage Battery

ORANGE, N.J.

EDISON CHEMICAL WORKS DIVISION

SILVER LAKE, N.J.

December 2, 1919.

I am getting for every year

NB please tell me how many years you want this — will have all the years following same

Mr. Thomas A. Edison,
Laboratory,
Orange, N.J.

My dear Mr. Edison:

I have investigated the question of the number of employes we have on hand and a comparison of the present number with former periods is given you in the following tabulation:

WEEK ENDING	NUMBER EMPLOYES	WEEKLY PRODUCTION IRON DEPT.	WEEKLY PRODUCTION NICKEL DEPT.
August - 1904	73	1720 lbs. Iron Mix	1895 lbs. Nickel Mix.
Nov. 28, 1910	84	6160 " " "	5200 " " Hyd.
June 14, 1919	176	15000 " " "	18200 " " "
Nov. 22, 1919	181	18000 " " "	16540 " " "

Five months ago we did not have the Laboratory on our payroll, but this was transferred to us this Fall. The Laboratory force includes six men who are working on electrical tests and two men on loading tests, that we have never had before. This is due to the fact that we are making the original loading tests for iron and nickel, and the electrical tests on iron mix, which formerly was done in Orange.

Also due to the fact that the Plant has spread out considerably more, it is necessary for us to have more men in the storeroom, additional watchmen and more men in the yard service.

Also due to more buildings, pipes, etc. there is more in the Maintenance Department.

However, the comparative figures from 1910 to date shows a very decided decrease in men, compared with production.

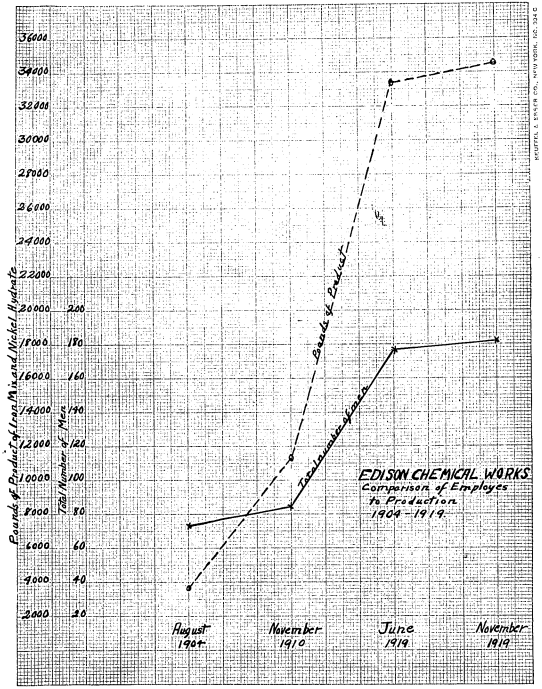
Due to the decrease in our production crew, and changing over to an eight hour a day arrangement, we expect to reduce the force at once, to some extent, although the production department will continue to have practically the same number of men, but they will be devided into three shifts, whereas they were on two shifts.

Yours very truly,

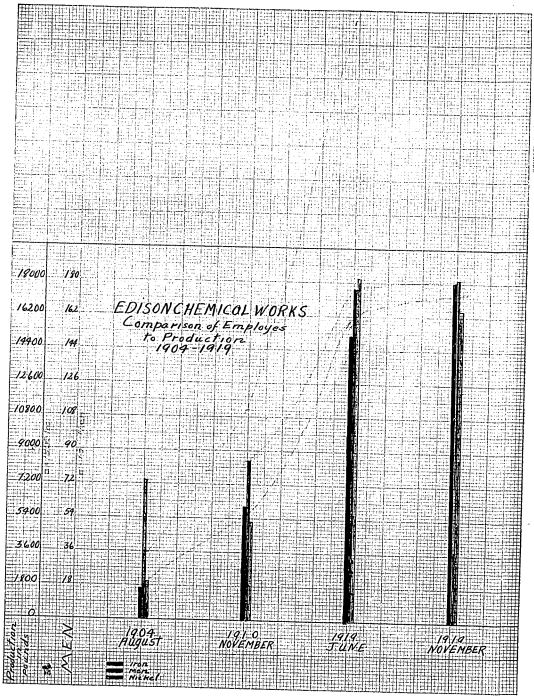
DIVISION MANAGER.

JVM:FTR

[ENCLOSURE]


Pounds of Product of Iron Mix and Nickel Hydrate
Total Number of Men
36000
34000
32000
30000
28000
26000
24000
22000
20000
18000
16000
14000
12000
10000
8000
6000
4000
2000
200
180
160
140
120
100
80
60
40
20
Pounds of Product
Total Number of Men
EDISON CHEMICAL WORKS
Comparison of Employes to Production
1904 - 1919.
August 1904
November 1910
June 1919
November 1919

[ENCLOSURE]


EDISON CHEMICAL WORKS
Comparison of Employes to Production
1904-1919
PRODUCTION
MEN
18000
16200
14400
12600
10800
9000
7200
5400
3600
1800
0
180
162
144
126
108
90
72
54
36
18
0
1904 August
1910 NOVEMBER
1918 JUNE
1919 NOVEMBER
MEN
PRODUCTION
REGISTERED, A. REUTER CO., NEW YORK, NO. 1.4.5.

86

Dec. 12, 1919.

From Arthur Mudd, Secretary

To Mr. Charles Edison, Mr. S. B. Mambert, Mr. C. E. Sholes, Mr. H. F. Miller, Mr. J. V. Miller.

Subject Approval of contracts by Mr. Thos. A. Edison, President.

The following is an excerpt from minutes of meeting of Board of Directors held Thursday, Dec. 11th.

"The Chairman stated that the President, Mr. Thos. A. Edison, had requested that no contracts be authorized or approved and ratified by the Board of Directors of Edison Storage Battery Co. unless said contracts shall have been personally approved by him.

In view of the wishes of the President the members of the Board present, viz: Mr. Charles Edison, Mr. S. B. Mambert, Mr. C. E. Sholes, Mr. H. F. Miller and Mr. J. V. Miller, constituting a majority of the Board of Directors, stated that they would individually and collectively, as officers and directors, withhold their approval from any and all contracts which might be submitted to them, unless said contracts shall have been previously approved by the President of the Company, Mr. Thos. A. Edison, or until Mr. Thos. A. Edison shall have withdrawn his request."

ARTHUR MUDD, Secretary.

CHARLES EDISON.

DIVISION: Export Division of Edison Storage Battery. Memo. No. 157

SUBJECT: Monnot Agreement. Date 12/15/19.

Mr. Walter Stevens:

Mr. Edison is satisfied that our case is strong enough against Monnot to win in arbitration. ~~He realizes fully the several weaknesses of our defense when Monnot starts making counter-claims.~~ Also that if we were to lose the arbitration we would have to go on with the old contract for all time, unless it were breached at some future time. The heavy damages we might be subject to do not frighten him, as he believes that in the long run we would be better off without Monnot than with him under the present contract, and is willing to gamble damages against freedom.

He wishes us to make no contract or agreement of any kind with Monnot but to continue to furnish him batteries to meet his needs under a "straight order" basis. If we do this and refrain from making any great attempt to push the sale of batteries in Monnot's territory through other channels until the arbitration is settled, he feels that the damages cannot run into very large figures.

Please be governed accordingly.

CHARLES EDISON.

Approved

"Mr Edison did not want to bring the case and [illegible] enough" [illegible]

1543-1M-4-19

CHARLES EDISON.

DIVISION: Export Division of S. B. Co.

SUBJECT: Monnot Agreement.

Memo. No. 158

Date 12/15/19.

Mr. Edison:

Before acting definitely on the Monnot matter as outlined in the attached to Stevens, I want to feel sure once and for all that you do appreciate the weaknesses that we may have to explain away in arbitration somehow.

Personally, I feel that your directions are exactly what we should do, with this point, however, still in doubt in my mind. Under English law, can a person break a contract and refuse to supply goods, etc., after arbitration has gone against him, by merely paying a lump sum cash damages?

Or, if the arbitration goes against him, can he be forced to continue to supply goods, etc. and conduct business under the contract during its life, and if he resists this order and flatly refuses to go on, can they seize goods or send him to jail or subject him to payments of continuous damages?

If the first is true, then it seems to me the risk we are taking is small. The the second is true, then it seems to me that the risk is great.

Should we not get some English Solicitor's opinion before committing ourselves to a definite course of action?

Enc-

CHARLES EDISON

Rec'd Dec 12/15/19

1543-1M-4-19

Battery - Storage

Mambert

Sholes is tending towards centralization, wrong had the trouble is Miller not the system which we must stick to

Dec. 20, 1920

FROM: Mr. O.E.Sholes, V.P. & Gen'l Manager
TO: Mr. J.V.Miller, Manager Chemical Works
SUB: Classification and Analysis of Payroll by Departments.

Based on your report and in accordance with table attached hereto, the following conclusions are drawn:

There are 228% more employees on private payroll at Chemical Works than at Storage Battery Plant.

The number of employees on Private Payroll on production (foremen and superintendents) is 529% greater than at Storage Battery.

The relationship of employees in the Maintenance, Engineering, Chemical and Electrical Laboratories, Accounting and Executive offices to the total number of employees is greater at Chemical Works than at Storage Battery. On Inspection and Stores the relationship is greater at Storage Battery.

While the relationships brought out in the attached table are not entirely comparable, it does seem that if the Accounting were centralized some reduction could be made. It should be particularly noted that the number of accounting employees for the Storage Battery also includes the employees on Sales Accounting.

It would of course be difficult to combine any other functions, but it is not unlikely that were the two plants combined the percentage of indirect labor could be reduced.

No consideration has been given the Sales or Purchasing Departments since these may be taken as common to both Chemical Works and Storage Battery plants.

Very respectfully,

O.E.Sholes, Gen'l Manager.

O-C to Mr. Thomas A. Edison
O-C to Mr. Charles Edison

COPY COPY

December 22nd,1919

Battery Storage

FROM: Mr. C.E.Sholes, General Manager.

TO: Mr. Lanahan, Legal Department.

SUB: Edison Storage Battery Co.
VS:
Public Service Electric Co.

Referring to yours of Nov. 13th and 26th and Dec. 13th and copies of decision of the New Jersey Supreme Court, Statement of Public Service Electric Co., letter from Mr. Egner of McCarter & English, etc., etc., it is respectfully submitted:

1. This matter was considered at meeting of Board of Directors held on the 18th inst. and it decided that this Company would not for itself appeal from the decision of the Supreme Court, but

2. The General Manager will advise the Manufacturers Association of New Jersey of some of the facts, omissions, and procedures, which seem extraordinary to us.

Incidentally, the writer does not concur in very many of Mr. Egner's conclusions, and understands that the U.S.Supreme Court has already held (unanimously) that the Constitution forbids the Legislature to pass any law impairing the obligations of a contract.

Respectfully,

C.E.Sholes, Gen'l Manager

C-C to Mr. Charles Edison
C-C to Mr. Mambert

SB-1504-2M-10C
Old No. 3682

EDISON STORAGE BATTERY CO.

Memorandum

Edison

December 26, 1919.
Desk #6-3-5341

Mr. Bancroft
I wonder if this is what he wants, if so say I made the letter because on his letter

Mr. W. H. Meadowcroft,
Laboratory.

Confirming our telephone conversation of this date, the attached is a copy of a letter received from the Walker Vehicle Co.

Will you kindly advise if Mr. Edison can furnish the information requested, particularly that mentioned in the ~~4th~~ 2d paragraph.

EDISON STORAGE BATTERY CO.,
John Kelly, Gen. Sales Mgr.
By W H Bancroft.
Sales Engineer.

(7)

As far as I know up to the present time all motors have been designed simply as motors without any regard to the battery either lead or Edison –
I know that in most cases the additional expense of say 2 dollars on a motor would save the owner alone from buying 20 dollars worth of battery or ~~the mileage required~~ a motor battery + Controller + vehicle wiring should be designed as a unit so that maximum mileage should be obtained at the minimum cost,
I have had trucks come to Laboratory belonging to different Mfg Co's for a basis during which time I made tests.

2

My advice is that you only
Consider the Motor, wiring,
+ Controller ~~[illegible]~~
+ Battery as a whole

+ Put the problem up to
the Engineers of the
Genl Elec + W Eslinghouse
Cos to give plans + bids
for the Motor + Controller
We will do the same on
The battery, + that we
all cooperate to produce
the greatest per ton mileage
for the minimum investment
+ amortizement, Taking
Everything into Consideration
This has never been done

3

~~[illegible]~~ without any exception
Every truck including those
made by The General Electric
lost so much in the wiring
that from 50 to 150 dollars
worth of battery had to
be used to make up for the
drop in Voltage. Yet from
5 to 10 dollars added to
the Copper would have
saved this investment in
battery — Also in the
struggle to cheapen things
the Controller had ~~[illegible]~~
insufficient contacts, again
a saving of per 2 dollars
Cost 15 to 20 dollars
more investment in battery

[ENCLOSURE]

COPY

WALKER VEHICLE COMPANY

Chicago, Ill.

December 18, 1919.

SUBJECT: MOTOR DESIGN

Edison Storage Battery Company,
Orange, New Jersey.

Gentlemen:

We are now considering the re-design of our entire line of motors with the object of developing the best type possible for use with 60 cells "A" type batteries in localities where the streets are comparatively level and the pavements good, and with 64 cells "A" type batteries where trucks will operate in hilly districts with grades up to 15%, or on poor pavements.

Our object in writing to you is to obtain, if possible, Mr. Edison's recommendation as to the two best men and companies that we can engage to accomplish the best results

As our export business now extends over most foreign countries, we prefer to purchase our motors from either Westinghouse or G. E., due to their foreign and domestic organizations, but we first desire to determine the detail specifications of the best line of motors for use in Walker chassis equipped with Edison "A" type batteries.

In other words, while our present line of motors are giving satisfaction to Walker truck users, we know that the design can be improved and desire to obtain the ultimate type now, due to the fact that it is our intention to expand our production to sales limit.

We, therefore, trust that you will realize the importance of this subject to both your company and ourselves, and we will appreciate any suggestions Mr. Edison or anyone else in your organization will make.

Very truly yours,

(Signed) C. A. Street

General Sales Manager.

Dec. 29, 1919

Maxwell might use him as a general man to approach he has ~~first address~~ ~~would be liked by most people~~

Mr. Edison
Mr. Charles — I understand from others he is inclined to be lazy + has no imagination, if anything is

Attached letter from Cutting is full of human interest and throws a strong light on our organization. It is desired that as much information from outsiders in regard to this should be obtained as to his business

Note worthy that absolutely nothing in his previous experience capacity, judgement etc. personally he would lead one to think he possessed Selling Qualities. In addition to having a good personality, he is a fine man, a man in some positions is all that is necessary but in other things something else is required.

Just to think that it has taken us seven years to learn that he did not fit into Selling Work. Not very creditable of us. Would a man who has come up from the ranks, the way this man has advanced, make good material for a business manager of Manufacturing Operations? I think he would possess certain qualities very desirable for this work and probably would be able to mesh into such work without creating friction. If such is the case, and we need added supervision of this character in Works, can we try him out for a time.

We have never succeeded as yet in building up the Supervision of Works Depts spending Hundreds of Thousands

of Dollars Annually to the point where Mr. Edison's Ideas as expressed after the fire, may be said to have Honestly Had a Fair Trial. To carry out Mr. Edison's Plan, it is absolutely essential that we have a High Grade Man on each floor. So far we have failed because our men have not stood out preeminently as High Grade Leaders.

Most of the Value of our Cost Work and Improved Knowledge of Facts is now Wasted, because no Man directly on the Floor is constantly Going over the Facts, individually and with Others, to encourage Ways and Means of Making Improvements. Mr. Lowe, Mr. Hoyer, and Mr. Ewert do not have the time to do it.

I have not talked to Mr. Cutting, for three years and so do not know that he would absolutely fit — but I thoroughly believe that high grade men introduced into our organization will Put Us in the long run.

What do you think.

Maurice
12/2/19

Cutting $4500 Yearly.
Could probably get him to take less if necessary.

[ENCLOSURE]

172 Valley Road, West Orange, N.J. Dec. 27th., 19.

My Dear Mr Mambert

I was most agreeably surprised at receiving a Christmas card from Mrs Mambert and yourself as I had no idea that you were aware that I am still in this part of the country. The act of sending a Christmas card would evidence at least no unkindly feeling towards me on your part, and this is also surprising to me as I was given to understand by Mr Sholes when I was kicked out that "The Board had wondered that he had kept me on as long as he had".

In any event, I am here, (brought on from California by Mr Sholes) and the thought has occurred to me, since receiving your card, that perhaps you could assist me in finding that thing which I most want to do. I am attaching a copy of my service record from 1888 up to date, and would explain that while I was handling considerable numbers of men on the Southern Pacific, I made it my business and pleasure to give aid, sympathy, advice, etc. etc. to my men (as well as my girls) when ever the opportunity offered - never intrusively of course- and I have acted both as Judge and Jury on incipient divorce cases, drunkeness, troubles of various kinds; have gathered men up off the track and gone to their homes and broken the news to their families as gently as possible, arranged all the details of the funeral, and later on have secured a position for some member of the family; and in every way I have tried to do good where ever it was possible.

Since coming with the Edison Storage Battery Co. seven years ago, I have missed the opportunity of doing very much along the lines as written of above, and I have often wished that the time would come when I would again have a chance to do more of that for which it has been stated I am best fitted - namely, some executive work where a large amount of human kindness and sympathy are desireable.

I had even hoped that in leaving California and coming on East, I would eventually find a place in the Edison organization where I could have something to do with the human element, and do that thing that I have so long wanted to do.

Instead of any such chance, I found a brutal man in authority; drunk with power - unkind, overbearing, and domineering towards the rank and file and feared and hated by all of them; hoping that either he would get out or that they could find something else to do at some other place, and when I had the nerve to protest to Mr Sholes about John Kelly's rough treatment of the poor, scared creatures, I was told to attend strictly to my own business, etc. etc. etc. etc.

Enough of this - it is all passed so far as I am concerned; the Edison Storage Battery Co. did not want my services any longer, but as my coming on East was considered by my many friends on the Pacific Coast as a well deserved promotion for faithful service, I would like to connect with some good concern here if possible, and as I have heard much of your own kindly nature, I am prompted to ask if you would be willing to advise me as to methods for getting in touch with some

[ENCLOSURE]

thing, where I could bring to bear my considerable practical experience along electro-mechanical lines and perhaps have a chance to help smooth out some of the human tangles that might need the kind of help that I could give if I were afforded the opportunity.

I have had such splendid success in some of my past work that it has seemed to me that with all the prevailing unrest, there should be a place for me in some plant to act as a sort of "Shock Absorber" to meet the men, hear their grievences, convince them of my own desire to see that they get a square deal, but at the same time looking out for the best interests of my own employers.

As you have perhaps forgotten me during the three or four years since I was in your office, I am taking the liberty of enclosing my picture, which I would ask that you kindly return after it has served the purpose of refreshing your memory.

In closing, I wish to say that I very sincerely trust and desire that nothing that I have said regarding my experiences at Edison Storage Battery Factory, will result in any controversy, as under the existing conditions, I am more than glad to be out of there, but I did feel that, in calling upon your help in securing a new position, I might be permitted to present a little of my side of the story.

If, after you have had time to read this, you feel that you could, or would care to talk with me regarding the kind of work that I have done, I would appreciate it very much if I could see you at some place other than your office, as a visit there might be misconstrued.
I am living at 172 Valley Road, West Orange, Phone Orange 3799-W.

Thanking you very much for your consideration of this matter,

I remain,

Yours very respectfully

E. M. Cullen

[ENCLOSURE]

1888 Commenced working for Southern Pacific R.R.Co. in Signal Dept.as an Apprentice and progressed slowly to Lineman,Wireman,Signal Repairman, Signal Shopman(Bench,Lathe,Forge)Extra Fireman S.P.Electric Light Plant, Extra Signal Towerman,Signal Construction Foreman,Extra Engineer of Lighting Plant.

1892 Resigned to take position as Chief Electrician Piedmont Cable Co.,a combined cable and electric street Ry. After two months,promoted to 2nd Engineer in full charge of afternoon and evening watch.There were 13 engines,5 dynamos and 6 steam boilers in the plant,and 12 miles of cable passed through the house every 23 minutes.

1894 Returned to Signal Dept.S.P.Co.same work as before,excepting more of the time Foreman on new construction,and generally increased responsibilities.

1897 Appointed Signal Supervisor in charge of Signal Operation, Maintenance, and Construction,including the wiring of Depots,Shops, Roundhouses,Ferry Boats,installation of Shop Motors,Telephones, Lines and Phone Switch Boards.

1905 Given charge of all Electric Lighting of Passenger Cars on S.P. lines in addition to Signal work.

1909 Appointed Engineer of Train Lighting-Heating-Ventilation in charge of Train Electricians running on trains,Car Wiring,Coach Yard Electricians,Pintsch Gas Plants,Gas Lighting of cars,Locomotive Head Light Wiring and Locomotive Head Lights.

1908 Got 10 Car Lighting men from various Rail Roads to meet at Ogden, Utah where was started the Association of Railway Electrical Engineers. In the Fall of 1909 was elected President and served one year.

1912 Resigned from S.P.Co. to accept position as Western Manager of the Edison Storage Battery Co.,commencing Jan. 1st., 1913, with headquarters at San Francisco. I had charge of the Sales and Service work in the 11 Western states for 7 years, reporting to the V.P. & General Sales Manager at Orange,N.J. I opened offices in Seattle, Portland and Los Angeles and appointed Resident Managers reporting to me.I also made selling arrangements with men or Concerns in various parts of my territory to handle the Battery.

From a few thousand dollars a year, built up the business to as much as $250,000.00 to $300,000.00 per year.This is small in comparison with other parts of the country, but the territory was hard to cover as it comprises a third of the area of the U.S.with only 6% of the population.

1919 Sept. Invited to come to Orange to take charge of the R.R.Dept.Upon arrival was made Ass't Sales Manager.

1919 Dec. December resigned from Edison Storage Battery Co.

While with Southern Pacific was given credit for special ability in handling men.In 1903 started a Signal School for my men, where I taught from large drawings that I had prepared and from working parts set up in shop.This resulted in greater interest, information and progress and I was able to promote men to better positions on other Divisions and also to other Rail Roads.

I am deeply interested in all Betterment Work so far as it is practicable and carried out with discretion and common sense. Can mix freely with all men and at same time never have had any trouble commanding respect and securing willing obedience.

B.M.Cutting.
Room 827 #200-5th Ave.,New York City.

1/9/19

Mr Edison

The Board has approved — subject to your approval — and provided we can get permission to sublet to satisfactory sub-tenants if and when desired

Stokes

[ENCLOSURE]

SB-1504-10M-11G
Old No. 2602

EDISON STORAGE BATTERY CO.

Memorandum

Jany 9 1920

January 6th, 1920
Desk #3-11-77

I approve but you should provide some place to move into temporarily after vacating present places for only a person the building will not be ready considering the weather, labor, etc

I never knew of a case that was not many that wanted

Thos A Edison

FROM: Sales Committee

TO: Mr. C. E. Sholes

SUB: Additional Office Space for Chicago.

For your reference we beg to quote from Minutes of Sales Committee meeting held January 6th:

"Mr. Veale presented letter from Messrs. Moore & Rifort of Chicago, Ill. with reference to building which they propose to build for our use. This communication was accompanied by a letter from Mr. Butler urging immediate consideration for matter of new quarters on account of his present lease will expire on April 30th, and that the owner will want a substantial increase in rent and that the present premises are now very inadequate.

After very careful consideration of the several suggestions and proposals which have been made it was, on motion duly moved and seconded

VOTED, that in view of the importance of our Chicago business, which during our last fiscal year was about $859,000.00; that the service station at Chicago must also attend repair work of St. Louis, Kansas City, St. Paul and it is also frequently called upon for assistance to New Orleans, Denver and to help Detroit and Canadian service, this committee approves and recommends to the Board of Directors that we accept proposal made by Messrs. Moore & Rifort as agents for the vacant property at 3130 & 3132 South Michigan Avenue, on which they propose to erect a two story building with approximately 15,300 square feet, and with a handsome green and white tile front (similar to building erected for the Packard Co.) and which they will lease to us for a period of 15 years at 9% of the cost of the building estimated at $40,000.00 (not to exceed $50,000.00) plus the taxes and interest, and which would make the annual rental cost not exceeding as follows:

[ENCLOSURE]

SB-1564-10M-11G
CM No. 2662

EDISON STORAGE BATTERY CO.

Memorandum

 Jan. 6, 1920.

9% on $50,000.00	$4,500.00
Taxes and interest, estimated	900.00
Ground Rent	1,250.00
Total	$6,650.00

and we may discontinue at the end of 10 years by paying a bonus of 10% on the cost of the building.

In this connection this committee calls the attention of the Board of Directors to the fact that the present premises are not only too small to give suitable service to our large business in Chicago, but that the situation is such that we are constantly questioned by the police on account of vehicles back of present building in alley; that with the new building we would have ample space for increased repair work, and which would undoubtedly enable us to earn sufficient to pay for the increased cost of rent; that we could probably obtain a clause permitting us to sub-let to tenant acceptable to the owners, and that this committee does not feel that the 10 or 15 year period is at all unreasonable on this proposition or includes any serious risk of finding ourselves in any undesirable location.

As regards to the location, this committee views that it is perhaps ideal in view of the fact that it is on a direct route and not far from the Walker Vehicle Company, Mercury Manufacturing Company, Chicago Stock Yards, etc.,etc. Furthermore, it is believed that if the matter is immediately decided that the building can be finished and ready for occupancy on May 1st or immediately after our present lease expires."

Will you be good enough to present this subject at the next Board meeting, and advise us of their decision in order that we might wire Mr. Butler?

R. C. WEALE,
Secretary.

APPROVED
_____ 192
CE _____
TAE _____
SBM _____
CES _____
HFM _____
JVM _____
TIC _____
Directors

SB-1934-10M-11G
CM No. 2682

EDISON STORAGE BATTERY CO.

Memorandum

January 21, 1920.

FROM: Mr. C.E.Sholes, Gen'l Mgr. E.S.B. Co.
TO: Mr. Meadowcroft, Sec'y to Mr. Thomas A. Edison.
SUB: Seaboard By-Product Coke Company,
Jersey City, New Jersey.

Charles — You know about this S

When we had in mind taking over Mr. Edison's property near the Belleville Turnpike in Jersey City and were considering the possibility of locating the Silver Lake plant at that point, Mr. Mac Arthur of the Seaboard By-Product Coke Co. told us confidentially of some new arrangements which he proposed to make for railroad facilities and which would be a help to all concerned and asked to buy the triangular strip between the Belleville Turnpike and the Erie Railroad.

Of course our plans went awry but it seems that the Seaboard Co. desires to complete their arrangements and Mr. Mac Arthur has therefore asked us to please learn if Mr. Edison would sell this triangular piece of property and if so at what price.

Will you kindly communicate direct with Mr. D.C. Mac Arthur of the Seaboard By Products Coke Co., or command the undersigned, and greatly oblige,

Very respectfully,

C.E.Sholes

C.E.Sholes,Gen'l Mgr.

Mr. Meadowcroft -
Please tell them
that Mr. Edison
won't sell - at
least for the present -
See attached -
E.

SB-1504-10M-11G
Old No. 2662

EDISON STORAGE BATTERY CO.

Memorandum

Feby 11,1920.

FROM: Mr. O.E.Sholes, Gen'l Mgr. E.S.B. Co

TO: Mr. Meadowcroft, Sec'y to Mr. Thomas A. Edison

SUB: Seaboard By-Product Coke Company,
Jersey City, New Jersey

With further reference to our letter of Jan. 21st and the small piece of property which they desire to purchase, please be advised:

(1). During today, Mr. C.W. Flanders representing the Seaboard By-Products Coke Co. called upon us and left the enclosed map showing the small triangular piece of property which they desired to purchase and concerning which they particularly asked to know if we will sell.

(2). From the location of the piece that they desire to purchase, you will note that it includes practically all our frontage on the Belleville Turnpike, and for this reason

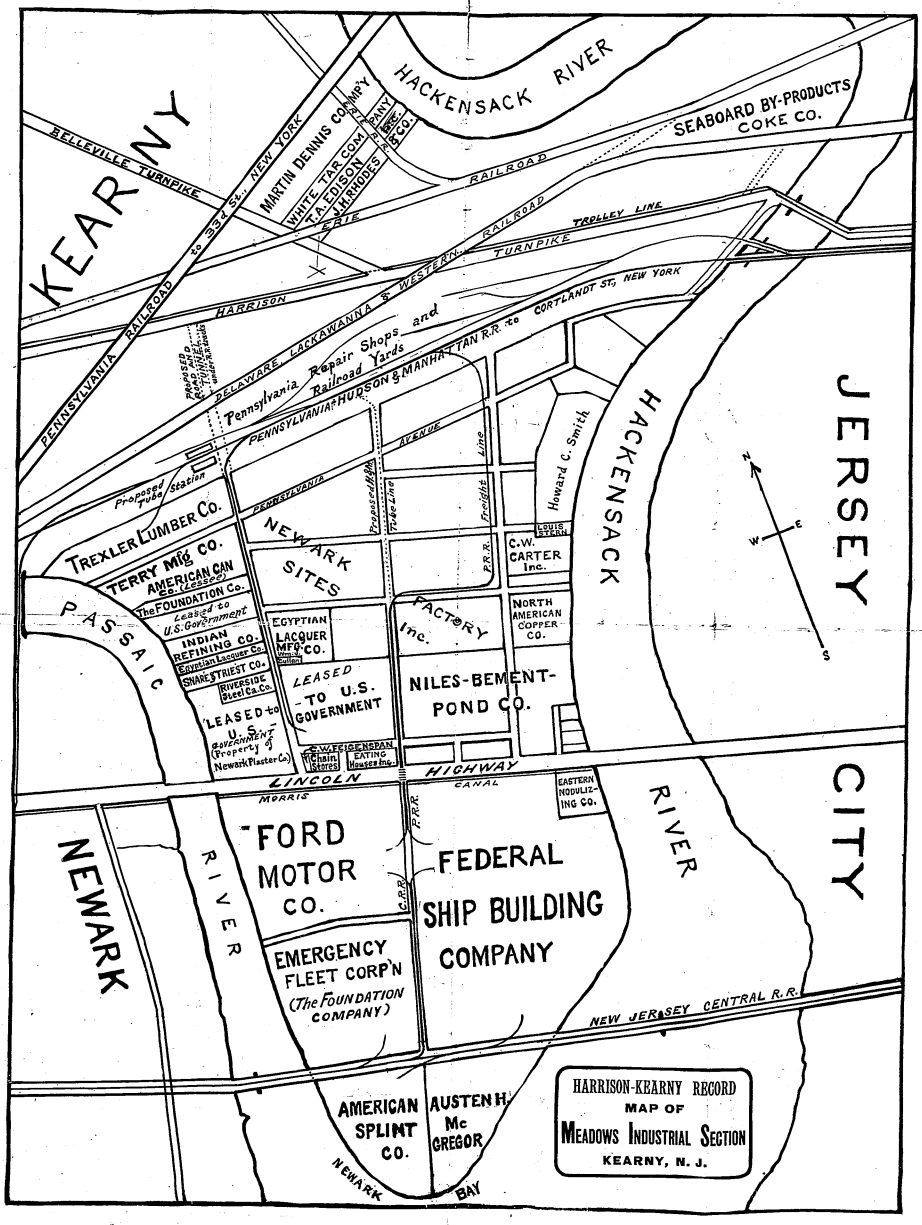
(3). We would recommend that this concern be advised that Mr. Edison is not interested in petitioning the property, at least for the present.

Asking the favor of your consideration and reply, we remain,

O.E.Sholes

O.E.Sholes
Vice Pres't & Gen'l Mgr.

Charles -- We dont want to sell — much less the very small piece giving no Entrance by the Belleville road, These people must be clean crazy to think we would 1/4 acre a cut our property off from getting at our property = They are Germans + thus Mistrusted! the German mind


HARRISON-KEARNY RECORD
MAP OF
MEADOWS INDUSTRIAL SECTION
KEARNY, N. J.
KEARNY
HACKENSACK RIVER
SEABOARD BY-PRODUCTS COKE CO.
BELLEVILLE TURNPIKE
PENNSYLVANIA RAILROAD to 33rd St., NEW YORK
MARTIN DENNIS COMPANY
WHITE TAR COMPANY
T.A. EDISON
RAILROADS
ERIE RAILROAD
TROLLEY LINE
TURNPIKE
HARRISON
DELAWARE, LACKAWANNA & WESTERN RAILROAD
PROPOSED ROAD AND RAILROAD TRIPLE UNDERPASS
Pennsylvania Repair Shops and Railroad Yards
PENNSYLVANIA & HUDSON & MANHATTAN R.R. to CORTLANDT St, NEW YORK
Proposed Tube Station
PENNSYLVANIA AVENUE
Proposed Tube Line
Freight Line
P.R.R.
Howard C. Smith
HACKENSACK
JERSEY CITY
N
E
W
S
TREXLER LUMBER CO.
TERRY Mfg. CO.
AMERICAN CAN CO. (Leased)
The FOUNDATION Co.
Leased to U.S. Government
INDIAN REFINING CO.
Goyert Lacquer Co.
SNADER STRIEST CO.
RIVERSIDE Steel Co. Co.
LEASED to U.S. GOVERNMENT (Property of Newark Plaster Co.)
NEWARK SITES
EGYPTIAN LACQUER MFG. CO.
Chas. Pfizer & Co.
LEASED TO U.S. GOVERNMENT
FACTORY Inc.
NORTH AMERICAN COPPER CO.
C.W. CARTER Inc.
LOUIS SYKES
NILES-BEMENT-POND CO.
PASSAIC
C.W. FEIGENSPAN
Chain Stores
EATING Houses Inc.
LINCOLN HIGHWAY
MORRIS CANAL
EASTERN NODULIZING CO.
NEWARK
RIVER
FORD MOTOR CO.
C.R.R.
FEDERAL SHIP BUILDING COMPANY
EMERGENCY FLEET CORP'N (The FOUNDATION COMPANY)
NEW JERSEY CENTRAL R.R.
AMERICAN SPLINT CO.
AUSTEN H. McGREGOR
NEWARK BAY

[ENCLOSURE]

Battery, Storage

THOMAS A. EDISON, PERSONAL.

Office of Secretary

February 16th, 1920.

Mr. Thomas A. Edison:

The Storage Battery Company asked us for an order covering work on three samples of specially welded positive tubes delivered by you to them to be loaded with positive tube material and tested to determine effectiveness of construction.

May I trouble you to say whether this is some new work with which you are experimenting or whether it is to be charged to some order on which you are now engaged and if the later to what experiment we are to charge it ?

R. W. KELLOW
Secretary

charge will not exceed $ 100.00 from for only
Experimental work. T. A. Edison

This is a trivial Experiment worth 10 to 15 cents — Why carry it into such a limit

Mr. Ryder —
For Mr. Kellow OK, this is in connection with Recharging Reels. Please no charge
RLOX 3/9/20

Mr. Ryder —

I didn't get any further word from Mr. Kellow on this before he went South. O'Dais says he did quite some work on it and is awaiting Lab. Interfunctional order. Will you please write it up? If Louis Ott can't give you the full dope, can't you let O'Dais write Lab. and carry until Mr. E. returns?

RLOX 3/1/20

C 100.00

FQ-D

86T-OM XI-5M-10-19

FINANCIAL MEMORANDUM No.
DATE
EFFECTIVE

FROM—

TO—

March 27, 1920.

SUBJECT:

Edison Accumulators, Ltd.,
2/3 Duke St., St. James,
London, S.W.1., England.

and
John Ferrell Kennot,
London, England.

Gentlemen:

The Edison Storage Battery Company hereby offers and agrees to sell to Edison Accumulators, Ltd. and Edison Accumulators, Ltd. agrees to purchase from Edison Storage Battery Company upon the following conditions:

Material

All commercial types of Edison Storage Batteries, present and future.

Territory

Edison Accumulators, Ltd. is to have the exclusive sale of the Edison Storage Battery to customers in and for use in Great Britain and Ireland except that the Ford Motor Company shall have the right to import into such territory Ford cars equipped with Edison Storage Batteries for starting, lighting, ignition, or any other purpose excepting propulsion, and to import Edison Storage Batteries required for such purposes for Ford cars manufactured in such territory, and to use and sell in such territory such cars so equipped. As to other places the right of Edison Accumulators, Ltd. to sell shall be non-exclusive, except that it shall have no right to sell to customers in or for use in the United States, Canada, Australia, New Zealand, British East Africa, Union of South Africa comprising Cape of Good Hope, Natal, Transvaal, Orange Free State and Rhodesia, or any other country, colony or possession (other than Great Britain and Ireland) as to which Edison Storage Battery Company has or shall hereafter make an exclusive sales contract or arrangement. But in such event, Edison Accumulators, Ltd. shall be entitled to 90 days' notice of such curtailment of its non-exclusive selling right and shall have 12 months from the date of such notice within which to fill orders accepted prior to the date of the notice.

Quantity

Edison Accumulators, Ltd. agrees that it will not handle, sell nor offer for sale any Storage Batteries or parts thereof other than those purchased hereunder and that it will purchase from Edison Storage Battery Company its entire requirements of Storage Batteries and parts thereof for all purposes, but which shall not exceed 3000 A-4 Type Cells

COPIES TO— MR. STEPHEN S. HANNEY—(2)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS CUSTOMER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

per month or the ampere hour equivalent thereof in cells having the same sized tubes and 1500 G-4 Type Cells per month or the ampere hour equivalent thereof in cells having the same sized tubes, except that said quantities may be increased upon six months' notice by 1500 A-4 Type Cells or equivalent and by 750 G-4 Type Cells or equivalent until the total quantity hereunder shall be equal to 12000 A-4 Type Cells per month or the ampere hour equivalent thereof in cells having the same sized tubes and 6000 G-4 Type Cells per month or the ampere hour equivalent thereof in cells having the same sized tubes, but such notices shall not provide for any increase within less than 6 months after the next preceding increase.

Quality and Inspection

Equal to commercial standard existing at the time of shipment, Edison Accumulators, Ltd. may return to Edison Storage Battery Company at the expense of the latter, positive or negative plates that fail to give standard performance (i.e. in accordance with standards of Edison Storage Battery Company) on formation or any other parts that show defective manufacture. Edison Storage Battery Company agrees to replace such defective plates or parts at its expense delivered in London at the earliest possible date after receipt of material complained of.

Price

United States list prices on date orders for prompt shipment are received and accepted by Edison Storage Battery Company and United States list prices current on date of shipment of orders accepted for future delivery, for all standard type cells and parts, less discounts and allowances as follows:

Upon all standard types A and B Cells, unformed, with dry electrolyte, and parts, a discount of 25% and after such deduction an allowance of 5% to cover cost of maintenance of service and your guaranty to customers and 2-1/2% thereafter to cover cost of forming. After such deductions a discount of 2% for cash against shipping documents F.A.S. New York.

Standard G and L Cells, unformed, with dry electrolyte, and parts, a discount of 20% and after such deduction an allowance of 5% to cover cost of maintenance of service and your guaranty to customers and 2-1/2% thereafter to cover cost of forming. After such deductions a discount of 2% for cash against shipping documents F.A.S. New York.

86T-OM XI-53M-10-19

FINANCIAL MEMORANDUM No. .....

DATE .....

EFFECTIVE .....

FROM—

TO—

SUBJECT:

Standard Minor's Lamps complete, types M-8 and parts, 40%, plus 2% additional for cash against shipping documents, F.A.S. New York.

Electrolyte 10%, plus 2% additional for cash against shipping documents F.A.S. New York.

All United States list prices and all discounts and allowances subject to change on 60 days cabled notice by Edison Storage Battery Company, but Edison Accumulators, Ltd. shall never be quoted lower discounts than the then current discounts extended to large buyers in the United States, plus the above allowances for forming, etc.

Terms

Cash in New York against shipping documents F.A.S. New York.

Deliveries

As close to the dates indicated on your formal purchase orders, issued to conform herewith, as the use of reasonable diligence on our part will permit. It is understood that strikes, fires, acts of God and the public enemy, inability to obtain materials except at exorbitant prices, delay in obtaining materials, or any other unforeseen or unavoidable cause, unless due to the failure of Edison Storage Battery Company to use reasonable diligence, shall entitle the latter to reasonable delay in filling such orders, and in such event it shall have the right to limit or pro rate its shipments upon such unfilled orders to a quantity equal to 15% of the commercial output of its plant, but if its inability to fill orders is caused by inability to obtain material except at an exorbitant price, Edison Accumulators, Ltd. may supply the material to enable Edison Storage Battery Company to furnish the full quantity.

Guaranty

See Quality and inspection. No guaranty by Edison Storage Battery Company to customers of Edison Accumulators, Ltd.

Formation

Edison Accumulators, Ltd. agrees to form cells purchased hereunder at its expense and do all things necessary to render such cells ready for commercial purposes. Edison Storage Battery Company to furnish the necessary first fill dry electrolyte.

Service

Edison Accumulators, Ltd. agrees to maintain an adequate organization for giving expert service to its customers during the

COPIES TO— MR. STEPHEN R. HAMBERT—(2)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS BETTER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

FROM:-

TO:-

SUBJECT:

entire time cells are in use by them.

Exploitation

Edison Accumulators, Ltd. and Mr. John Ferrell Konnot agree to at all times use their best skill and ability in promptly and energetically pushing the sale and use of Edison Storage Batteries in Great Britain and Ireland, and Edison Accumulators, Ltd. further agrees that so long as this agreement shall continue, sufficient capital will be furnished and suitable and sufficient organization (including battery inspectors) shall be provided and all necessary and usual steps taken to create and promote public demand for Edison Storage Batteries in Great Britain and Ireland and to care for and supply such demand.

Royalties

Edison Accumulators, Ltd. agrees to pay to Mr. Thomas A. Edison a royalty on each cell supplied to it hereunder at the rate of Twenty (20) Cents for each one hundred (100) ampere hours of capacity as rated by Edison Storage Battery Company in addition to the price hereinbefore provided, but only so long as any British patent on storage batteries or any improvement thereon owned or controlled by Mr. Edison shall be in force. Such royalties to be payable quarterly in United States Gold or its equivalent to Mr. Edison at West Orange, N. J.

Period Covered by this Agreement

Five years from the date hereof, subject, however, to cancellation by either Edison Storage Battery Company or Edison Accumulators, Ltd. on 90 days' written notice in the event that any of the stipulations herein set forth are breached by the other. In the event that such breach is disputed the question shall be determined under the providions of the British Arbitration Law.

Acceptance

Your acceptance of this offer will effect the cancellation of all outstanding agreements between you or either of you and ourselves or either of us and the extinguishment of all claims arising therefrom except payment by you or either of you, of any sum now or hereafter due for any merchandise or material supplied or royalties accrued or accruing under such agreement and except our liability to you or either of you in respect to defective materials supplied, or income tax accruing prior to the date hereof.

Yours faithfully,

COPIES TO:— MR. STEPHEN R. MARRIOTT—(2)

SGT-Old XI-1M-10-19

FINANCIAL MEMORANDUM No.
DATE
EFFECTIVE

FROM—

TO—

SUBJECT:

EDISON STORAGE BATTERY COMPANY

Attest:

BY Charles Edison
Chairman of the Board of Directors

Stephen S. Mambert

Thos. A. Edison

We hereby accept and agree to all of the terms, conditions and covenants contained in the foregoing letter.

EDISON ACCUMULATORS, LIMITED

By J. F. Monnot
Managing Director

J. LillyPalmer
Director

Dated: March 27, 1920.

J. F. Monnot.

COPIES TO— MR. STEPHEN S. MAMBERT—(2)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS CLEAR FINANCIAL PRACTICES—ENGAGING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

MGT-Old XI-5M-10-19

FINANCIAL MEMORANDUM No. .....

DATE .....

EFFECTIVE .....

FROM—

TO—

"Annex to letter Contract of Mar. 27, 1920".

SUBJECT:

Assembly

For the purpose of Assembly only, of cells of our current commercial types, we will sell Edison Accumulators, Ltd. complete sets of component parts of cells with the Steel Containers in a knocked down condition for it to complete and without wooden trays which it will make itself. For these complete sets we will charge it the same prices as for complete cells stipulated in this agreement, less an allowance of % for the cost of assembling the cells and % for the cost of the trays.

Electrolyte

Edison Accumulators, Ltd. have the right to purchase electrolyte material to their best advantage provided the quality of same is equal to that supplied by us and sample of such material is approved by us, such approval or disapproval shall be cabled within thirty days after the receipt by us of such samples. Should, however, we give disapproval our reasons therefor shall be stated. Allowance for electrolyte to be made to you from the price of the complete cell.

Cancellation

Should Edison Accumulators, Ltd. in their absolute discretion find that the prices and discounts herein contained have become, for some reason, not profitable to them, they have the right to cancel this agreement by serving Edison Storage Battery Co. with ninety days notice in writing to this effect.

In the event of goods supplied by Edison Storage Battery Co. not being of standard quality, to the extent that 5% (five percent) or more, do not develope this rated capacity after forming, Edison Accumulators, Ltd. have the right to cancel this agreement by serving Edison Storage Battery Co. with ninety days notice in writing.

Attest:

EDISON STORAGE BATTERY CO.

Stephen B. Mambert

By Thos. A. Edison,
President.

Thos. A. Edison

We hereby and accept and agree to all the terms, conditions and covenants contained herein the foregoing letter.

COPIES TO— MR. STEPHEN R. MAMBERT—(1)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS LETTER FINANCIAL PRACTICES—ENGRAVING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

86T-OM XI-3M-10-19

FINANCIAL MEMORANDUM No.....

DATE.....

EFFECTIVE.....

FROM—

TO—

SUBJECT:

"Annex to letter contract of Mar. 27, 1920".

EDISON ACCUMULATORS LTD.

By J. F. Monnot
Managing Director

J. F. Monnot

and
by J. Lilly Palmer
Director

April 1st, 1920.

COPIES TO— MR. STEPHEN B. HAMBURG—(2)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS EITHER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

SB-1504-10M-11-19
CH No. 2662

EDISON STORAGE BATTERY CO.

Memorandum

April 8, 1920.

From: The Orange-Silver Lake Technical Advisory Committee.

To: Laboratory of T.A.Edison.

Subject: Use of reclaimed iron mix in regular iron mixes.

At the 42d meeting of the Technical Advisory Committee held on this date, the use of reclaimed iron in new iron mixes was discussed; and it was brought out that while considerable work has been done on the use of reclaimed iron, exact data was not available at this time. Inasmuch as the present accumulation of reclaimed iron mix compels the use of more than 10% of reclaimed iron mix in new mixes, and further since the exact effect of increasing amounts of reclaimed iron in new mixes not fully known, it was voted, on motion duly made and seconded, that this committee request the laboratory of Mr. T.A.Edison to advise if any data is on file in the laboratory which shows the relationship existing between increasing amounts of reclaimed iron in new iron mixes and the electrolytic capacity of the resultant iron mixes. This request is made with the view of avoiding any duplication of work which has been previously covered by the laboratory.

Respectfully,

The Technical Advisory Committee

E. M. Dunn, E. M. Dunn

Chairman

Copies to F.W.Cunningham
H.N.Cox
W.J.O'Dair
T.A.Comm.File

Say that test cells were made of different amounts of reclaimed iron ~~from~~ 5% 10% 15% up to 50 per cent they must be on file at Orange Battery Edison

867-054 XI-5M-10-19

FINANCIAL MEMORANDUM No. BSME-1

DATE April 9, 1920

EFFECTIVE

FROM— Secretary, Edison Storage Battery Co.

TO— S. B. Mambert, Vice Pres't and Financial Executive

SUBJECT: Agreement - Edison Accumulators, Ltd.

Ref: "Annex to letter contract of March 27, 1920".

Referring to paragraph one "Assembly", of above, I have checked over the cost figures and would recommend that "an allowance of 2% for the cost of assembling the cells and 1½% for the cost of the trays" be made and that these percent figures be inserted in the annex to letter contract of March 27, 1920.

The percentages given in the preceding paragraph to apply to A, B, and G type cells. Would recommend that the small type (L type and M type) be not shipped unassembled, although if Edison Accumulators demand the same percentages for allowances can be used.

Attached is a comparative statement showing by cell types the net amount of the allowances for forming, trays and cell assembling, together with the cost figures.

The 2½% allowance from list for forming has already been made part of the agreement of March 27th.

The allowance of 1½% from list for trays and 2% from list for cell assembling are the amounts recommended by the writer in this memorandum. It should be understood that included with "Trays" is "Battery Assembling", that is, putting the batteries into the trays.

The writer's opinion is that these percentages are about as near an average for all types of cells as can be worked out.

It should be noted that the allowances for trays on G and B type cells very closely approximate the cost, and on A type cells there is a very slight advantage in favor of the E. S. B. Co.

On cell assembling, it should be noted that the allowances on A type cells are nearly all slightly in excess of cost, but in averaging all types the percentage used is fair.

----ooo----

Arthur Mudd

Secretary

COPIES TO— MR. STEPHEN B. MAMBERT—(2) Mr. Delos Holden.

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS BETTER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

SGT-OM XI-5M-10-19

FINANCIAL MEMORANDUM No. B-332-1
DATE April 9, 1920
EFFECTIVE

FROM— Secretary, Edison Storage Battery Co.

TO— S. B. Mambert, Vice Pres't and Financial Executive

SUBJECT:

		2½% List Forming		1½% List Trays		2% List - Cell Assembling			
Types	List	Allow.	Cost	Allow.	Cost	Allow.	Cost	Over	Under
A-4	19.75	.35	.27	.21	.27	.27	.29		.02
5	24.50	.44	.30	.25	.34	.33	.31	.02	
6	29.50	.53	.35	.30	.40	.40	.33	.07	
8	38.	.68	.43	.39	.54	.51	.45	.06	
10	48.50	.86	.50	.50	.67	.66	.52	.14	
12	57.25	1.02	.56	.59	.81	.78	.64	.14	
	217.50	3.88	2.41	2.24	3.03	2.95	2.54	.41	
B-1	6.50	.12	.18	.07	.07	.09	.18		.09
2	8.75	.16	.18	.09	.07	.12	.19		.07
4	11.75	.21	.21	.12	.14	.16	.24		.08
6	16.	.28	.26	.16	.21	.22	.32		.10
	43.00	.77	.83	.44	.49	.59	.93		.34
G-4	17.	.32	.22	.19	.18	.25	.43		.18
6	24.25	.46	.27	.26	.27	.35	.61		.26
7	28.50	.54	.29	.31	.32	.42	.66		.24
9	35.25	.66	.35	.39	.40	.51	.72		.21
11	42.50	.81	.41	.46	.49	.62	.82		.20
14	54.	1.03	.48	.58	.62	.79	1.05		.26
18	69.	1.31	.55	.75	.80	1.	1.28		.28
	270.50	5.13	2.57	2.94	3.08	3.94	5.57		1.63
	531.00	9.78	5.81	5.62	6.60	7.48	9.04		1.56
		(All allowances) (OVER cost) (except B1-B2)		(All allowances) (UNDER cost) (except G4 (1¢))					

COPIES TO— MR. STEPHEN D. MAHANEY—(2)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS LETTER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

867-OM XI-5M-10-19

FINANCIAL MEMORANDUM No. F-2 4
DATE April 13th, 1920
EFFECTIVE

FROM— Secretary. - Thomas A. Edison, Person

TO— Arthur Mudd, Secretary, Edison Storage Battery Company.

SUBJECT: Agreement Edison Accumulators Limited.

Thank you for your memorandum B 332 of April 9th enclosing copy of agreement between Edison Storage Battery Company, Thomas A. Edison, Edison Accumulators, Ltd., and John Perrell Monnot dated March 27th and copy of "Annex to letter contract of March 27th, 1920".

I am wondering whether, inasmuch as Mr. Edison is one of the parties to this agreement, a signed copy of the Agreement was not provided for him. If you have a signed copy of this please send it to me.

Will the Edison Storage Battery Company or the Export Division report to us the cells supplied under this agreement to enable us to check up with Monnot on royalty statements? It seems to me it would be well for us to receive this report monthly in such shape that we can determine the basis and amount of indebtedness to Mr. Edison on account of these royalties.

Has any particular time been set for the quarterly payment of royalty, that is, are statements to be made on the basis of calendar quarters or otherwise?

I presume that royalties are considered to be accrued as soon as cells are shipped.

Under paragraph entitled "Acceptance" being the last paragraph of agreement, you make reference to the liability on account of "income tax accruing prior to the date hereof". This is a matter, I take it, of interest only to Edison Accumulators, Ltd., and Edison Storage Battery Company, but I do not find any other reference to income tax liability in the agreement.

Can you tell me what disposition is to be made of the balance remaining in our deposit account representing the balance remaining from money advanced by Mr. Monnot at the time of signing what I believe was the original agreement with him and against which a portion of royalty charged him was to apply? I notice that no provision is made for the setting up of an additional amount to this deposit account under the present agreement.

In the first paragraph entitled "Assembly" of the Annex letter contract March 27th, the percentages to be allowed for assembling and cost of trays are omitted on the copy you have sent me.

R. W. KELLOW

Secretary

COPIES TO— MR. STEPHEN B. MANHENT—(1)

USE THIS FORM TO PUT IN WRITING MATTERS OF A CONTINUING NATURE, SUCH AS EITHER FINANCIAL PRACTICES—EMBRACING GENERAL POLICIES AND INTERFUNCTIONAL RELATIONS.

Edison Storage Battery Co.

EXPORT DIVISION

110 NASSAU STREET
NEW YORK

TELEPHONE, BEEKMAN 9738

CABLE ADDRESS
"ZYMOTIC, NEW YORK"
WESTERN UNION, A.B.C.
AND LIEBER'S CODES
USED

April 19-1920.

Mr. W. H. Meadowcroft,
Laboratory,
Orange, N. J.

Dear Mr. Meadowcroft:—

Mr. Geo. M. Wise, Managing Director of the Jost's Engineering Co., Ltd., Apollo Street, Bombay, India, met Mr. Edison some months ago and in a letter just received from Mr. Wise he requests that we send to his Bombay address an autographed photograph of Mr. Edison. As Mr. Wise's company are important clients of ours in the sale of Edison Storage Batteries in India, I am sure Mr. Edison would not object to sending Mr. Wise his photograph to be displayed in his Bombay office.

Mr. Wise further stated in his letter that Mr. Edison had requested him to send particulars regarding certain gums, etc., which were obtainable in India. Evidently Mr. Wise did not understand exactly what Mr. Edison required, and he asks that we obtain this information for him.

If you will kindly forward one of these photographs to me, together with the particulars required, I will be glad to transmit same to Mr. Wise as soon as received.

Yours very truly,

EDISON STORAGE BATTERY COMPANY,

Walter Stevens

Vice-Pres. & Mgr. Export Division.

Any kind of gums, waxes + Resins, Except Shellac Resins or Beeswax WS.J

To
GEO. M. WISE

Photo sent to Mr. Stevens 5/10/20

DICTATED TO AND TRANSCRIBED FROM THE EDIPHONE

April 20,1920.

Mr. E. M. Dunn, Chairman,
The Technical Advisory Committee,
Edison Storage Battery Co.

I sent down to Mr. Edison in Florida, your memorandum of April 8th, in regard to Laboratory data concerning percentages of reclaimed iron mix.

Mr. Edison has sent me a memorandum asking me to say to you that test cells were made of different amounts of reclaimed iron, ranging from 5%, 10%, 15% up to 50%. He says that the records of these test uplls must be on file in the Edison Storage Battery Company archives.

W.H.MEADOWCROFT.

Mr Mambert

May 27,1920.

(and)
Edison, T. A. - Honors
of Awards

FROM: Mr. C.E.Sholes.

TO: Mr. Thomas A. Edison.

SUB: Unveiling of Memorial Tablet.

In connection with the exercises which will be held at 12:30 o'clock tomorrow (Friday), Mr. Charles Edison has said that you would be kind enough to unveil the tablet for us. The general plan is as follows:

1. Part of Handel's "Largo" by the Band.
2. Oration by Ray Hunt, Chaplain of the Edison Industries Post of the American Legion.
3. Unveiling by Mr. Thomas A. Edison and firing of three rounds by squad of Legionairres while buglers on top of Battery Building sound "taps".
4. "My Country 'tis of Thee".
5. About three hundred girls representing all divisions of the Edison Industries will deposit wreaths and flowers under the tablet.
6. National Anthem.
7. Return march to "Onward Christian Soldiers" by the Band.

If agreeable, I will bring Mr. Hunt to your office at 12:25 and serve as guide (and representative of the Legion) for yourself (and any others whom you may desire to bring), to the proper place beside the tablet.

It is hoped that Mrs. Edison can conveniently attend with you, and that other officials in your party will bring their wives when I will ask the privilege of bringing Mrs. Sholes.

Hoping this is satisfactory, I am,

Faithfully yours,

(C.E.Sholes)

SB-1504-1-1M-1019
U54 No. 2e62

EDISON STORAGE BATTERY COMPANY

Memorandum

June 16, 1920.

From: C.E.Sholes, Gen'l Mgr., E.S.B.Co.

To: Mr. Thomas A. Edison.

Subject: Get-together meeting of Edison technical men.

In order that the technical men of the Industries may perhaps become a little better acquainted, an informal gathering has been planned for Monday, June 21st, at 5:30 P.M., in the Assembly Hall (old Restaurant) of the Battery Building.

Allen Rogers of Pratt Institute will give an informal talk, and show some slides and moving pictures of his adventures in the shark leather and oil industry, and which we can assure you will be very interesting as well as amusing.

Mr. Dunn of the Chemical Works Department will also talk informally of his experiences in the copper refining industry, after which we will adjourn to the Restaurant and have supper together.

You are cordially invited to attend.

C.E.Sholes
C.E.Sholes
Vice Prest. & Gen'l Mgr.

C O P Y.

July 7, 1920.

Mr. Maurice E. Fox,
Hotel Seymour, 50 West 45th Street,
New York City.

Dear Sir:

You have informed us that you propose to form a Company on the Continent of Europe, of which you will be the active head, for the sale of Edison Storage Batteries and Accessories. Contingent upon your ability to form such a Company, the Edison Storage Battery Company hereby offers and agrees to sell to you, and you agree to purchase from the Edison Storage Battery Company, all commercial types of Edison Storage Batteries, upon the following terms:-

MANAGEMENT:

This agreement, and all terms and conditions herein, are contingent upon you, Maurice Edward Fox, being and remaining the active head of the proposed Company during the period of this agreement. In the event of your death or incapacity, your successor shall be subject to the approval of the Edison Storage Battery Company.

TERRITORY:

You are to have the exclusive sale of Edison Storage Batteries and Accessories to customers in and for use in Belgium, France, Italy and Switzerland; it being understood and agreed, however, that any American vehicle manufacturer shall have the right to sell and to ship into the territory covered by this agreement vehicles completely equipped with Edison Storage Batteries. It is also understood that the Ford Motor Company may in addition import Edison storage batteries required for starting, lighting, ignition or any other purpose, for use on Ford cars manufactured in such territory, and use and sell in such territory Ford cars thus equipped.

It is understood that we have an agreement with Edison Accumulators Limited, whereby that Company is entitled to ninety days' notice of any curtailment of its non-exclusive selling right in the countries covered by this agreement, and is entitled to have twelve months from the date of such notice within which to fill orders accepted prior to the date of the notice. It is expressly agreed that this agreement is subject to such rights of Edison Accumulators Limited.

QUALITY AND INSPECTION:

All Edison Storage Batteries supplied under the terms of this agreement shall be equal to commercial standards existing at the time of shipment. You may return to us at our expense Edison cells or accessories that fail to give standard performance (i.e., in accordance with standards of the Edison Storage Battery Company), when tested upon arrival, or any other parts that show defective manufacture. The Edison Storage Battery Company agrees to replace such defective cells, accessories or parts at its expense, delivered f.o.b. Steamer, New York.

GUARANTY:

See Quality and Inspection. No guaranty by the Edison Storage Battery Company to your customers.

SERVICE:

You agree to maintain an adequate organization for giving export service to your customers during the entire time cells are in use by them.

PRICE:

U. S. List Prices current on date orders for prompt shipment are received and accepted by the Edison Storage Battery Company, and U. S. List Prices current on date of shipment of orders accepted for future delivery, for all standard type cells and parts, delivered f.a.s. Steamer, New York, less discount and allowance as follows:

Standard A and B type cells complete with electrolyte, and parts thereof: twenty-five (25%) per cent discount and five (5%) per cent allowance for exploitation, plus an additional two (2%) per cent for cash against shipping documents.

Standard G and L type cells complete with electrolyte, and parts thereof: twenty (20%) per cent discount and five (5%) per cent allowance for exploitation, plus an additional two (2%) per cent for cash against shipping documents.

Standard Miner Lamps complete, type M-8 cells complete with electrolyte, and parts thereof: Forty (40%) per cent, plus an additional two (2%) per cent for cash against shipping documents.

Extra Electrolyte: ten (10%) per cent, plus an additional two (2%) per cent for cash against shipping documents.

In each case the discount or allowance is to be calculated on the net amount remaining after the preceding discount or allowance has been deducted.

All U. S. list prices are subject to change without notice. In case of any increase in such prices we shall advise you by cable that an increase has been or is about to be made, to be followed by a letter, in accordance with the paragraph hereof marked "NOTICE", stating such increases definitely, and such increased prices shall not be applied to shipments to you under this agreement until sixty (60) days shall have elapsed from the date of mailing such letter.

All discounts quoted herein may be subject to revision every six (6) months, but with at least three (3) months' advance notification of such revision; but in no case shall discounts be made less than twenty-five (25%) per cent for A and B type cells and parts thereof, twenty (20%) per cent for G and L type cells and parts thereof, and thirty-five (35%) per cent for complete Miner Lamps, M-8 cells, and parts thereof.

TERMS:

Cash in New York, against shipping documents, f.a.s. Steamer, New York.

DELIVERIES:

As close to the dates indicated on your formal purchase orders, issued to conform herewith, as the use of reasonable diligence on our part will permit. It is understood that strikes, fires, acts of God and the public enemy, inability to obtain materials except at exorbitant prices, delay in obtaining materials, or any other unforeseen or unavoidable cause, unless due to our failure to use reasonable diligence, shall entitle us to reasonable delay in filling such orders.

EXPLOITATION:

You agree at all times to use your best skill and ability in promptly and energetically pushing the sale and use of Edison Storage Batteries in Belgium, France, Italy and Switzerland, and you further agree that so long as this agreement shall continue, sufficient capital will be furnished and suitable and sufficient organization shall be maintained, (including battery inspectors), and all usual and necessary steps taken to create and promote public demand for Edison Storage Batteries in said territory, and to care for and supply such demand.

PERIOD COVERED BY THIS AGREEMENT:

This agreement shall remain effective for a period of two (2) years from the date of receipt of your notification (either by cable or letter) of the formation of your Continental Company, it being understood, however, that this agreement is rendered void unless we receive your said notification on or before November 1, 1920. It is further understood and agreed that this contract may be extended for one or more successive periods of two years each, if so desired and agreed to byboth parties. In case either party shall desire not to extend this agreement for any such successive two year period, such party shall give notice in writing to the other party at least six months prior to the expiration of the two year period then running. In case neither party shall have given such notice and no extension shall have been agreed upon, then and in that event the two year period then running shall be extended for a period of six months.

This agreement shall be subject to cancellation by either party hereto, on ninety (90) days' written notice, in the event that any of the stipulations herein set forth are breached by the other.

NOTICE:

Any notice to be given by us under this agreement may be given by the mailing of a registered letter, postage prepaid, addressed to you or any officer of your Company at your or his last known address, and the date of mailing of such letter shall be considered as the date when such notice is given.

Yours truly,

EDISON STORAGE BATTERY COMPANY
By Charles Edison,
Chairman of the Board of Directors.

Attest:
Stephen B. Mambert,
Vice-President & Financial Executive.

I hereby accept and agree to all the terms, conditions and covenants contained in the foregoing letter.

Maurice E. Fox.

Dated July 7th, 1920.

FUNCTION: Edison Storage Battery Co.
The Edison Storage Battery Supply Co.
Edison Storage Battery Garage, Inc.

FROM: Arthur Mudd, Secretary

TO: R. H. Allen, Assistant Financial Executive

FINANCIAL MEMORANDUM No. 486

DATE: Aug. 7, 1920

EFFECTIVE:

SUBJECT: Statement of income, year ending Feb. 29, 1920

Sales	$6,136,419.81	
Cost to Make & Sell	5,657,118.78	$479,301.03
Deductions		
Depreciation of Bldgs	89,447.80	
" " Equipment	355,542.66	
" " Patents	158,004.49	
Reserve for Self Insurance	30,330.16	
" " Contingencies	145,709.34	
" " Doubtful Accounts	1,291.09	780,325.54
Net Loss		$301,024.51

ARTHUR MUDD, Secretary

COPIES TO: MR. STEPHEN R. MASBURY (2)

S.R. 1925-1-250-9-22

TAE, INC. - 157.4
Reclamation Div.

EDISON STORAGE BATTERY COMPANY
ORANGE, N. J.

August 20, 1920.

From: W. J. O'Dair,

To: P. W. Cunningham

Subject: Cell Reclaim Shop

Mr. Edison plans to carry on all reclaim operations at Silver Lake. Since our present method of handling this work will not produce a flaked oxide mixture that is in good condition for reclaiming, Mr. Edison has instructed that no additional cells be opened.

All stocks of cells now on hand are to be shipped to Silver Lake and stored with the Salvage Division. Mr. Schell advises that space is available and will be definitely assigned by Mr. Kilch, Chief Storekeeper.

Will you please instruct accordingly? It is recommended that the Cell Reclaim Shop operate until all parts of cells now on hand are disposed of, and at a later date arrangements should be made for the transfer of equipment to Silver Lake.

W. J. O'Dair

CC Mr. S. B. Mambert
P. R. Schell
W. M. Sheldon

WJO'D/JMA

THOMAS A. EDISON, PERSONAL.

Office of Secretary

August 30, 1920.

Mr. G. M. Ryder,
Laboratory Office Manager:

This is the first opportunity I have had to confirm my informal memorandum to you regarding experiment opened on the request of Mr. Altengarten in connection with nickel plating process to be worked on by Mr. Edgerton and charged to Edison Storage Battery Company.

Mr. Edison confirms this request and states that he wishes a separate order opened and the cost kept separate from the order for continuous plating process. It would be satisfactory for you to ask Edison Storage Battery Company for an order.

R. W. Ehlow,
Secretary.

Ed'phoned
RWK:24

PQ-D

FUNCTION: Edison St ge Battery Co.

FINANCIAL MEMORANDUM No. 6307

DATE: September 1,1920

EFFECTIVE: Date of Issue

FROM: Vice President and Financial Executive.

TO: Mr. Frank D. Fagan, Vice Pres't & Gen'l Mgr.

SUBJECT: Rejuvenated Cells.

Noted FDF

Dear Mr. Fagan:

In an informal talk which took place today between Mr. Edison and Mr. Kelly, Mr. Kelly asked Mr. Edison to advise him relative to his policy in regard to Rejuvenated Cells.

Mr. Edison stated that he was now starting upon experimenting and developing a method of rejuvenating cells in accordance with which he thought we would be able to save practically all of the value in a returned cell and that same could be either sold or leased with a guarantee on a basis practically the equal of the new cells.

Mr. Edison further explained his ideas in this regard by pointing out to Mr. Kelly that at the present time, we were selling practically no cells at all, but in reality were renting or leasing them, in view of the fact that our conditional sale based upon a guarantee was more in the nature of a lease rental than in the nature of an unrestricted sale.

This memorandum is for the purpose of keeping you as fully advised, as it is possible so to do.

Mr. Edison

COPIES TO— MR. STEPHEN E. MAHLON—(2) Mr. Thomas A. Edison, Mr. Charles Edison, Mr. John Kelly
Mr. Arthur Mudd

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

ORANGE, N.J. U.S.A.

THOMAS A. EDISON
PRESIDENT
STEPHEN B. MANGERT
VICE-PRESIDENT AND
FINANCIAL EXECUTIVE
C. E. SHOLES
VICE-PRESIDENT AND
GENERAL MANAGER
H. F. MILLER
TREASURER
ARTHUR HUDD
SECRETARY

September 3, 1920.

Copy Sent
Mr. Thomas
to Chas. Edison.

Mr. C. E. Sholes,
38 Hinan Street,
East Orange, N. J.

Dear Mr. Sholes:

I brought the matter referred to in your letter of August 20th to the attention of Mr. Edison and Mr. Charles Edison, and wish to advise that they consider the arrangement made with you more than fair in view of the conditions and losses made during the past year.

Mr. Kollow has obtained the information which he desired from the copy of the Tidewater Equipment Company Stock Certificate No. 123, which you enclosed in your letter, and I take pleasure in returning same to you.

As you can well imagine we have, all of us, been extremely busy, but fortunately the cool weather during the latter part of August has been of great assistance, and things are "humming" as I have never known them to "hum" before in the Edison Industries.

We had the biggest month in August that we have ever had, and this is particularly gratifying to me in view of the fact that in case of a re-action, I would rather re-act from a large volume than from a somewhat smaller volume as the amount remaining would be more satisfactory.

With kind personal regards, I remain

Yours very truly,

Vice President and
Financial Executive.

Z

[ATTACHMENT]

Mr Hobstraw
Telephone
M

Mr Edison ←
Mr Charles —

CHARLES E. SHOLES
~~[illegible]~~
38 Kinnaus St
E. Orange

Kindly read and initial before returning.
Mauricette
8/18/20

My dear Mr Mauricette

Enclosed is a certificate of stock in the Tidewater Equipment Co, which Mr Kellow wants to see. Our patriarchal friend Mr Geo Drake Smith stung me for it when I was verdant and by misrepresenting its importance to the Battery Co.

Noted by Mr Kellow
E.H.

Please put it with Mr Edison's stock, or among the archives of the Battery Co whom I found contracted to spend about $5000 — for worthless models.

See note on last page
M

Please be good enough to take up that other matter at once rather than later. I am still confident that Mr Charles Edison aims to be fair — and I would much prefer to have the matter settled before I go away and try to forget. Perhaps you can also help by recalling that, like your good self, I have not taken the vacation to which employes are entitled and might have fairly received two weeks more pay

[ATTACHMENT]

than I did. Also I am quite sure that I can always repay any considerations — at least I have always heretofore been able to do so

Faithfully

Charles E. Stokes

Wednesday
Aug 11th 20

Mambert — 9/1/20.
Think stock should be sent back —
Think we should stand pat on 4 months —

Mr. Edison
Mr. Charles

Mr. Stokes considers that he is worthy of further consideration in the way of salary —

1. Because he so understood when coming with us.
2. " " give up an established life long connection to serve our interests.
3. Because he has disorganized his home life
4. " otherwise he will actually loose by his years honest efforts to serve us.
5. Because this unfortunate experience will prove to be a calamity in his life.
6. And lastly, because it is only fair.

We offered ~~[illegible]~~ 4 months Salary & we could not pay more, & considered it more than fair. In view of the losses he has made by his process incompleteness

7. Unfortunately about this stock please return

THOMAS A. EDISON, PERSONAL

Office of Secretary

September 4th, 1920

Mr. Thomas A. Edison:

Jim Monahan tells me he is about to start on an experiment under your instructions to cover reclaiming all types of Storage Batteries, involving the design of machinery, tools, etc., to disassemble returned batteries and reconstruct from old parts. I have given an order to him this morning to cover the work. Will you please OK this as my authority ?

I suppose this will naturally be charged against Edison Storage Battery Company. Jim tells me that it is your idea later to purchase these old storage batteries from the Battery Company, disassemble and renew them and resell to the Battery Co. If experiments results successfully, I presume a factory to do this work would be a pretty fair sized one and probably not be run by you personally but rather would be turned over to some of your Interests, probably the Storage Battery Company.

R. W. KELLOW,

Secretary

Shop Order ~~C-300-X-334~~
NOT ISSUED
SA M/E 13 C 300 X 215

C C to Mr. Ryder.

FM1-25M-1-20

FINANCIAL MEMORANDUM No. 6921

FUNCTION Storage Battery

DATE September 7,1920

EFFECTIVE Date of Issue

FROM— Vice President and Financial Executive

TO— Mr. W.J. O'Dair, Engineering Assistant to Mr. Thomas A. Edison

SUBJECT: G-Type Cells

Dear Mr. O'Dair:

At a recent meeting at which were present:

Messrs. Charles Edison
Stephen B. Mambert
✓F. D. Pagan
John Kelly
R. S. Burrows
G. J. Peck

it was decided that in view of certain technicalities which surround our G-Type Cells of the smaller size, that whenever possible, Mr. Kelly and staff would encourage the sale of A-Type Cells in lieu thereof.

Mr. Edison, in connection with this matter, has suggested that you look into the rating of the smaller sizes of G-Type Cells, for it may be that a re-rating of same will in a large measure eliminate the cause of some of the difficulties which we are now experiencing.

As I understand it, it is Mr. Edison's idea that someone has probably over-rated capacity, making everybody dissatisfied and causing us to lose money, I would suggest that you show him the real capacity tests, that is in sufficient number to serve as a proper advice for arriving at an opinion and give an actual rating in comparison with the rating that has been given, so that Mr. Edison may be in a position to give his advice on the subject.

COPIES TO— MR. STEPHEN B. MAMBERT—(1)

FUNCTION: Thomas A. Edison Industries

FINANCIAL MEMORANDUM No. 69-27

DATE: September 7, 1920.

EFFECTIVE: Date of issue.

FROM: Vice President and Financial Executive.

TO: Mr. G. A. Nicolai, Division Manager, Construction & Maintenance Service Division

SUBJECT: Organization.

File.

Charles - ~~seen~~ see me about this, too long to explain on paper —

Mr. Edison

Dear Mr. Nicolai:

It is the intent of the Edison Organization that whenever there is sufficient work of any one kind to necessitate continuous time being applied thereto, that the people so rendering continuous service be carried by the division of the business requiring same.

I have in mind the fact that you may be rendering service of the nature referred to above to the Disc Re-Creation Division, which could be equally well supervised and handled entirely within the division.

This matter has been drawn to my attention by Mr. Edison, and I trust that if any economy can be derived along the above lines that you will co-operate with Mr. Pullin in working out same, in accordance with the suggestion made to him by Mr. Edison.

COPIES TO— MR. STEPHEN B. MARBURY—(2) Executive Committee and Mr. F. C. Pullin.

THOMAS A. EDISON, PERSONAL

Office of Secretary

Battery, Storage

September 8th. 1920.

Mr. G. M. Ryder,
Laboratory Office Manager.

James Monahan has started, under Mr. Edison's direction, some work in connection with reclaiming all types of Storage Batteries involving design of machinery, tools, etc., to disassemble returned batteries and reconstruct from old parts.

Mr. Edison tells me this is the same experiment as Chemist Moore was working on and Mr. Yee is now working on it, Mr. Monahan to be considered a new man on the old job to do the mechanical work. Mr. Edison further states that the order is not to be charged to Storage Battery Company until he is ready to turn it over.

Mr. Joe Frank says that the order covering this work is C 300-X-215 "Recovering all Nickel Pocket material from old Storage Batteries" and has instructed Mr. Monahan accordingly.

I have asked Mr. Monahan to let us know as soon as he begins to make models of machinery or other work of this nature so that we may keep strict account of it.

Note

rec'd O.
C 9/16/14

E. W. KELLOW
Secretary

file

Fagan -

Here is a report recd from O'Dair -
Please return, I think we can
fix up the annealing problem fairly
easy - I think our capacity
is sufficient since we got out
of that infernal fool Contract.
What we need is a better disposition
of the heat in furnace -
I will continue investigating

E

- noted
Jan 9 (1920)

[ENCLOSURE]

September 7, 1920.

Fagan Read & return

From: W. J. O'Dair, Technical Assistant
To: Mr. Thomas A. Edison, President
Subject: Rolling Mills

On Friday, 9-4-'20, I visited the Rolling Mills of the American Tube & Stamping Co. at Bridgeport, Conn. They have 3 open hearth furnaces; a 24" blooming mill and 3 continuous hot rolling mills. Also 3 cold rolling plants, 2 having 12" rolls and 1 having 18" rolls. Their cold rolling mills are driven on common shafts which have five sets of rolls on one pair of shafts.

Their cold rolling mills operate at roll speeds from 45 to 75 R. P. M. when rolling steel from 10" to 5" wide with an average reduction of 50% from the hot rolled size to the final cold rolled size in 5 passes. Their finished cold rolled sizes of steel are principally above .080".

The rolls are cooled by running the bottom roll in a well containing cooling water and also by having a jet spray on the upper roll. See sketch attached.

I have consulted the Blake & Johnson Co. who built our Rolling Mills and they state that mills can be operated at higher speeds than we are at present using. They say that lower temperatures of cooling water and sufficient volume of water travelling through bearing housings should dissipate the additional heat generated. They also say that a jet spray directly on rolls will aid in keeping bearing and roll temperatures within safe operating limits. I have also consulted the Waterbury Farrel Foundry Co. and they have given me the specifications on rolling mills used by the Trumbell Steel Co. which is herewith attached. These speeds are generally above the speeds at which our mills operate.

I find that on all except 2 of our 8 - 8" mills the motors have 120 volts across the armature instead of the rated 240 volts. This was done to cut down the speed, but also results in reducing power about 1/2. The speeds of the various mills are given in attached table.

It seems that we can increase the speed of our mills on some of the passes, depending upon what effect such increase would have on the material rolled.

W. J. O'Dair.

WJO'D/JMA

ART-2GM-A-OS

FINANCIAL MEMORANDUM No. 6964

FUNCTION Thomas A. Edison Industries.

DATE September 29,1920

EFFECTIVE Date of issue

FROM— Vice President and Financial Executive.

TO— Messrs. H. Maxwell, F.B. Dugan, N.W. Sloss, L.A. McChesney, E.C.Durand, F.A. Burnham, Jr. F.J. Miker.

SUBJECT: Consultation with Mr. Edison regarding Technique.

Previous to the War it was the custom in our Organization to keep Mr. Edison thoroughly advised of all matters of technique, but this practice was discontinued during the time that he was concentrating on War work. During his absence minor evils magnified themselves into serious consequences, so that there has been a re-adjustment period during which he has been concentrating primarily on certain important matters of technique.

Now that this readjustment period is drawing to a close, at Mr. Edison's request, you, Charles and myself should at all times keep him thoroughly advised on all matters of technique. That we have not completely done so for the past four years is in part excusable, but certainly no excuse can exist for not doing so hereafter.

This memorandum is merely in the nature of a confirmation of the discussions which we have had with one another along this general line.

Mackenzie

COPIES TO— MR. STEPHEN B. MASSETT—(2)

All General Managers

BATTERY — STORAGE — Wireless Cell
10 · 2 · 20

Dear Kellogg

Mr Edison has directed
W. G. to the following work to be done

Experiment to develop
new storage battery cell
for wireless service

Will you please have
the order issued and
advise me when

A. Swan

FUNCTION: Edison Storage Battery Co. & Subsidiaries

FINANCIAL MEMORANDUM No. E 636

DATE: October 13, 1920

EFFECTIVE:

FROM: Arthur Hudd, Secretary

TO: Charles Edison, Chairman Board of Directors

SUBJECT: Annual Meeting

Dear Mr. Edison:

In accordance with our by-laws the annual meeting of the stockholders, for the purpose of electing Directors receiving annual reports and for such other business as may come before the meeting, will be held-

Battery Company	Nov. 3, 1920
Supply Company	Nov. 10, 1920
Garage	Nov. 17, 1920

At the present time there is a vacancy in the Board of Directors of each of the corporations. The Directorate at present is

Battery Co.	Supply Co.	Garage
Thomas A. Edison	Thos. A. Edison	Thos. A. Edison
Charles Edison	Charles Edison	Charles Edison
S. B. Mambert	S. B. Mambert	S. B. Mambert
H. F. Miller	H. F. Miller	H. F. Miller
(Vacancy)	(Vacancy)	(Vacancy)
J. V. Miller		
Z. I. Crane		

As explained to Mr. Mambert, in sending out the notices for the annual meeting it is desirable to state the number of Directors to be elected.

Should it be desired to change the number of Directors, this can be accomplished by amending the by-laws either at the stockholders meeting or at a Directors meeting held previous or subsequent to the annual meeting, previous being more desirable inasmuch as at the stockholders meeting a resolution is usually adopted ratifying, affirming and approving the acts of the Directors during the previous year.

Will you please discuss this matter with Mr. Mambert at your convenience?

-000-

Hudd

COPIES TO— MR. STEPHEN B. MAMBERT (2)

FROM: Edison Storage Battery Company

FINANCIAL MEMORANDUM No. B 661
DATE October 22, 1920
EFFECTIVE

FROM: Arthur Mudd, Secretary

TO: F. D. Fagan, Vice President & Financial Executive

SUBJECT: Deferred Payment and Rental Plans

Dear Mr. Fagan:

I quote below excerpts from minutes of meetings of Board of Directors concerning Deferred Payment and Rental Plans for sale of batteries, regarding which Mr. Mambert informs me he has already spoken to you.

July 3, 1919

The Vice President and General Sales Manager presented and recommended for adoption a proposition for the sale of Edison storage batteries under a deferred payment plan, a copy of which was ordered inserted in the minute book for the purpose of reference.

> RESOLVED that the deferred payment plan for the sale of Edison storage batteries, presented at this meeting by Mr. O. E. Sholes Vice President and General Sales Manager, be and the same is hereby approved and adopted and that the Vice President and General Sales Manager be and he is hereby authorized to place the same in operation at once, provided, however, that for the present the total of the deferred payments thereunder shall be limited to $250,000.00.

July 7, 1919

From - O. E. Sholes, V.P. & G.S.M.
To - Charles Edison, Chairman
Board of Directors.

To meet competition and the new renting plan offered by some lead battery makers and to help overcome the wide difference between their selling prices and our own, it is respectfully recommended

1. That your Selling Division be permitted to offer a Deferred Payment, or Installment, Plan under which Edison batteries may be purchased at only list prices therefor.

2. That the plan include a contract, a cash payment of 10% and 5 Acceptances for equal amounts at 4 - 8 - 12 - 16 - 20 months respectively with interest at 6% per annum.

3. That the plan be only offered to individuals or concerns who have good reputations or can furnish reasonable references for integrity and honest and honorable fulfillments of obligations.

COPIES TO: MR. STEPHEN B. MAMBERT—(2)

4. That no written guarantees by this Company shall be furnished with installment agreements, but that we will feel morally bound to attend same as under written guarantees.

To help toward your consideration we attach a suggestion of forms which might possibly be used if approved by Legal and Treasurer's Department, and also mention that the plan need not include any unreasonable business risk; that the Acceptances with contracts could undoubtedly be discounted for part of their periods or used as collateral, if desired; and that it would perhaps be an especial advantage if we could offer this plan coincident with our new prices.

Respectfully submitted,

O. W. Sholes

October 2nd, 1919

DEFERRED PAYMENT PLAN SALES

In the matter of the Deferred Payment Plan adopted at a meeting of the Board held July 3, 1919, the Vice President and General Manager presented a recommendation from the Sales Committee to wit:

That manufacturers may use our Deferred Payment Plan to promote the sale of Edison storage batteries and receive on such sales a discount from list price of 15% on "A" type and 10% on "G" type batteries, but provided:

1. That this discount applies only to batteries sold by manufacturers for new vehicles.

2. That trade acceptances in payment shall cover list price with interest.

3. That trade acceptances shall be endorsed by manufacturer who sells vehicle.

4. That manufacturer shall give not less than 5% of the list price to the agent or distributor who makes the actual sale.

AND FURTHER: that when our Deferred Payment Plan is used in the sale of Edison batteries to replace lead, the policies covering discounts for the renewal of lead batteries by Edison shall apply on all such sales provided, however, that the Deferred Payment Plan shall be used only when necessary.

October 9, 1919

In the matter of the use of the Deferred payment Plan in connection with the sales of batteries to manufacturers and to replace lead, the Vice President and General Manager stated that the Sales Committee are of the opinion that we cannot dictate to the manufacturers what they shall allow their agents or distributors and recommend that that portion of the resolution adopted at the meeting of the Board held October 2nd, which requires the manufacturer to give not less than 5% of the list price to the agent or distributor making the same, be rescinded.

RESOLVED that provision #4 in connection with the use of the Deferred Dividend Plan by manufacturers, adopted

ufacturers, adopted at meeting of the Board held Oct. 2, 1919, and reading as follows:

"That manufacturer shall give not less than 5% of the list price to the agent or distributor who makes the actual sale"

be and the same is hereby rescinded.

Dec. 26, 1919

DEFERRED PAYMENT PLAN

In the matter of the sale of Edison Storage batteries under a Deferred Payment Plan, approved at a meeting of the Board on July 3, 1919, which said plan was subsequently amended at a meeting of the Board on Oct. 2, 1919, to permit its use in connection with the sale of batteries to manufacturers, the General Manager presented and read a memorandum dated Dec. 19, 1919, embodying a recommendation that the Sales Department be permitted to use the Deferred Payment Plan, without any unreasonable restriction and within the $250,000. limit previous prescribed, and stated that said proposition meets with the approval of the President.

RESOLVED that the Deferred Payment Plan heretofore authorized for the sale of Edison storage batteries to consumers and manufacturers, be and the same is hereby amended to permit its use without any unreasonable restriction, in the sales of Edison storage batteries to all classes of customers, provided, however, that the total of the deferred payments thereunder shall be limited to $250,000.00.

June 17, 1920

RENTAL PLAN

The Vice President and General Manager presented communication from Sales Committee recommending that, in order to meet serious competition from rental plans in various cities, the Sales Department be authorized to inaugurate a rental plan in New York, Boston and Chicago, which plan shall apply only at list prices and shall require not less than 20% down and balance in forty-eight equal monthly installments, and provide that at the end of the rental period, when all rentals are fully paid, the battery shall become the property of the lessee; it being further understood that this plan shall be offered on new sales and replacements of lead batteries in street vehicles and not for any other application.

RESOLVED that the plan presented at this meeting for the vending of Edison storage batteries on a rental basis, be and the same is hereby approved and adopted, and that the General Manager be and he hereby is authorized to place the same in operation for one year, provided, however that the multinvest-

ment represented by batteries in the hands of customers shall not at any time exceed $250,000.

-ooo-

Bellery, Stonge

October 22, 1920.

Mr. H. A. H. Andreasen,
Plating Department,
Disc Re-Creation Div.,
Orange, N.J.

Dear Sir:-

You have used such poor judgment in trying to hire one of my inspectors away and offering higher salary, that in my opinion you will not be able in the future to manage the plant satisfactory to me.

Therefore, I accept your resignation to take place at once, but I will pay your salary for November.

Yours truly,

Enclosure - Check.

[ATTACHMENT]

Andreason -

You have used such poor judgement in trying to hire one of my inspectors away & offering higher salary that I my opinion you will not be able in the future to manage the plant satisfactory to me. Therefore I accept your resignation to take place at once, but I will pay your salary for November

Tracy

BATTERY STORAGE

New York University

DEPARTMENT OF MECHANICAL ENGINEERING

COLLINS P. BLISS, Professor of Mechanical Engineering
CHAS. E. HOUGHTON, Professor of Mechanics and Thermodynamics
WM. R. BRYANS, Associate Professor of Engineering Drawing
HAZEN G. TYLER, Assistant Professor of Mechanical Engineering
HEBER DUNHAM, Assistant Professor of Engineering Drawing
WM. K. SCHUYLER, Superintendent of Shops

UNIVERSITY HEIGHTS
NEW YORK CITY

Mr Muldowney — How does Mr Edison Handle these? Poyer

October 25,1926

Mr. Charles Poyer,
Edison Industries,
Orange, New Jersey.

Chas. Poyer — Pls note & arrange things with Prof. Bliss —

Charles - I sometimes feel that this page was in the long run what we should do it — what do you think — discussing with Prof. Bliss — we must have so much lead battery work with our students that if they get it they would want ours

My dear Mr. Poyer:

Mr. Outwater, who has been one of our students, said that he had spoken to you about the splendid help we have been receiving from the large industries all over the country regarding donations in our new research laboratory.

I might say in this connection that one half of the bequest of Mrs. Russell Sage to the University has been given to our School of Engineering for the purpose of erecting the first building we have ever had in our new engineering group. This was done with the understanding that we would interest the large industries of the country in helping us out with donations of equipment. We have had a splendid response and have, up to date, secured equipment to the value of very nearly Two Hundred Thousand Dollars. There is a small item of equipment which your interests could give us and which we would greatly appreciate, namely:

24 storage cells type A4 or A4H - 150 Amp-hours with connectors.

It would give me great pleasure to drop out and see you at any time if you feel that this request would be favorably considered, which I certainly trust itmay..

Believe me,

Very cordially yours,

Collins P. Bliss

CPB/DA

Prof. —
I think so in many cases but not all —
In this case I think it would do us good but believe they would be content with smaller affair
Shall I see them? Yes —

FUNCTION: Storage Batter

FINANCIAL MEMORANDUM NO. 7074

DATE: October 29, 1920.

EFFECTIVE: Date of issue.

FROM: Vice President and Financial Executive.

TO: Mr. Frank D. Fagan, Vice President & General Manager for Mr. J. V. Miller, Vice President & General Manager Edison Chemical Works.

SUBJECT: Nickel.

Dear Mr. Fagan:

Mr. Edison, after his recent trip of inspection through the Chemical Works, feels that we have fifty (50) tons of nickel tied up in by-products, all of which could easily be used.

If there is anything that you can do to assist Mr. Edison in the recovery of these by-products I would personally appreciate the conversion of the money represented therein into actual working capital, which we so much need.

Mr.Mudd:

I am sending you copy of this memorandum with the understanding that you will advise me of any progress or lack of progress being made along this line. Under no circumstances, close this memorandum in your follow-up files until the matter has been satisfactorily handled, explained or disposed of and I authorize you in writing to cancel same

DEFERS TO: MR. STEPHEN B. MAHONEY (2)

Mr. A. Mudd.

Sent new card to Mr. Schultz Treas. Dec. 13/20 OK'd by Mr. E. HAA

November 26,1920.

Mr. Edison:

You wanted to check up on the work for repairs in the Plating Dept. two weeks back.

Nov. 9th, Folsom reported		42	items -	November 23d	Folsom	#39	items
Nov. 9th, Ordway	"	22	"	"	" Ordway	30	"
Nov. 10th Folsom	"	42	"	"	24th Folsom	34	"
Nov. 10th Ordway	"	28	"	"	24th Field	11	"
Nov. 11th Folsom	"	44	"	"	25th Folsom)	46	
" 11th Ordway	"	29	"	Day and Night	")		

Note: While 39 items may be reported these are of minor consequence, mostly loose belts - no serious repairs.

I have been wanting to talk to you for the last ten days about the Plating Dept. inspectors. Folsom feels that the houses are now in such shape that he has not enough to do. This morning he made three trips through all the houses and says there was very little for attention. He has felt the same way about the Night inspection.

Now that Ordway is going, think Folsom can run both the Day and Night shift. I have spoken to him and he says nothing would suit him better. He says he would come in about 6 or 7 hours during the day, and put in 4 hours at night, sometimes getting up about 3 or 4 o'clock in the morning, when the men least expect him. He is very conscientious and appreciates what it means to be an "Inspector" for you.

I don't know what you intend to do, but thought to write the above at any rate.

Folsom's salary at present is $35 with $5.83 when working Sundays, making his net salary for 7 days $40.83.

H. A. LENGARTEN

Tell Folsom if he can get along with the job - to go ahead + I will raise his salary to 40 per week + same basis for Sunday - HAA

E Have Card made out for Mr. E to sign - E

[ATTACHMENT]

Mr. Edison -

On the basis of $40.00 a week for Folsom, he would make, working Sunday $46.66 2/3. As he would come in again Sunday night, his net pay would be $53.33 1/3 - $53.33

Old way - 15 & night - $75.83

Meadowcroft

Discharge Kennedy

Edison

Mr Folsom

On the night Nov. 25. Inspector Kennedy came in here this morning at 3.15 a m and went upstairs. at 3.55 a m I went up to see what he was doing. He told me he could do as he Dammed pleased and tried to start a fight. I find this Man sleeping nearly every night he is on duty, in the garage. This is not right and wish you would see if something could be done about it.

Jos Phillips
Night Watchman

Mr. Meadowcroft—
above for your information. Was given to me Saturday night.
Folsom

Mr Edison said to pay him to the end of the week. 11/30/00

Memorandum File —
11-27-20.

Mr. Meadowcroft. —

Replying to your question about Mr. Kennedy, will say that I base my opinion of his work on the following:

1. His being mixed up in the rocks in the garage the evening of the 19th when he was not on duty.
2. Three days later - Tuesday 23rd, I came in at 8^04 a.m. and found Mr. Kennedy leaning back in chair against wall in corner of garage. Apparently asleep. On this night he did not come in to work until after 2 a.m. as shown by his card. When I came in he remarked that he had not been to bed for over 24 hrs.
3. His apparent lack of interest in his work at all times.

Falsom.

Nov. 30 - 1920.

Mr. Edison:-

Please accept my resignation to take effect immediately

C. F. Kennedy

3 Copies

Mudd
file

December 16,1920

FROM: Frank D. Fagan, Vice Pres. & Gen.Mgr.

TO: Messrs. Charles Edison and S.B.Herbert.

SUBJECT: Replacement of Edison Storage Batteries.

There seems to have been no definite standard as to the basis on which we will make replacements under our guarantees. The following is an outline of a new policy proposed by a committee consisting of the managers of the various divisions of the Sales Department, and on which I am asking your approval and comments:-

(a) Replacements made to customers on batteries should be based upon the particular guarantee which was signed by the customer at the time the purchase was made.

(b) Customers who did not sign any guarantee agreement at the time of purchase and who may ask for replacement, shall have their replacement made on the basis of the particular guarantee which was in effect at the time the purchase was made.

(c) Replacements on all batteries purchased prior to February 7th,1917, will be made according to present ten-year scale, basing allowance on price-list in effect at date of purchase of original battery to apply against list price in effect at date of replacement.

(d) On renewal of replacement batteries not covered by ten-year guarantees, the price should be list price in effect at date of replacement, less a discount of 25% on A and B types and 20% on C types, and the return of the old battery.

You will note from the last paragraph that we propose a definite price for replacement of batteries which have already been renewed, known as renewal of renewal. In the past, it has been the policy to apply the guarantee to these batteries, which means that we have been giving too much to our customers. The result is that our replacement "profits" have been red.

Your approval on the above is requested as soon as possible.

Frank D. Fagan

APPROVED Arthur Mudd

APPROVED Stephen B. Maurbert

APPROVED

APPROVED

Phone Tom

That there is a good place at Singac near bridge crossing Passaic River on Pompton road. Its thick brick walls, Steel Trussed roof — about 35 ft wide, 100 to 115 ft long in good condition, ~~brick~~ 1 story — Owned by Public Service Co. Been up for sale. Think they took rent, its rented now but think may only rents by month. Trolly in front of door / 20 minutes from Orange. — Z

20 x 28"
Box 225 pieces
5.84 - 100 lb - Annealed
H.P.R
Meadowcraft

Stonyballey exp 15
Cold
& re roll
38 gauge U S S
00625

Find out the thinnest Black plate, (Iron) Rolled for tinning — I do not want the tinned plates but plates before tinning — get price think U S Steel Sheet & Tin plate Co American largest. These black plates are quotated daily in Cowen's bulletin 6 feet 9 inches

8990 Cold
Mr Zuvin
no sizes

Black Iron Plate - annealed,
Cold rolled and re-annealed
for Tinning -

Thinnest #38 guage U.S. .00625

Size 20 x 28"

Price today (if they had any)
would be $5.84 per 100 ~~lbs~~
Ten load lots.

Will not have any more
this year.

#37 - .0066
36 - .007
35 - .0078
34 - .0085

No. 25 .020 — 20 × 28"
Tin plate black
1 Box 56 plates in stock here

Dickenson & Van Duzer

24 - .025 20 × 28"

~~29 Bundles~~
63 Boxes of 56 sheets
$5.84 per 100

Bruce & Cook - 6290 John
Merchant & Evans 4390 Bultimore
Republic Metal Ware Co Brooklyn
Lunar 5406

Bruce & Cook
New York

Black PC

#34 .0065 20 × 28 - $15 box 150 sheets
#36 .007 20 × 28 - 15.25 box 180 sheets
Jaggers. Iron

Charles

3rd Request ——

Last night all lights went out for 20 minutes — Public Service I understand —

I have twice before requested that 2 lights be put on each floor of all buildings with small wire seperate ckt. so each bldg could turn it on in emergency — using old set of Bat cells which will last for years, the whole disc plant would only need 16 light or 1 Horsepower & so on — nothing appears to have been

2

done about this although 2 Requests are over year old — Cost is practically Nothing If this is to be done let person who will do it see me ——

Mr. Edison:

I received from Butler the Geological Survey Bulletin on Mineral Springs.

I see that what you say is true. There is a trace of lithia in many springs. The new Putnam spring at Saratoga shows as high as 9.83 grains lithium bicarbonate to the gallon.

Meadowcroft

Mr. Edison:

Geo. Drake Smith of Storage Battery Co. recently saw W.H. Atkins and E.W. Marsfield of Boston Edison Co.

They had heard of your phonograph record, and wished very much to have one. They did not seem to know they were for sale. Don't you want to send one to each?

Drake Smith says he thinks it would help along.

Meadowcroft

Knierim

Lieb told me he

Mr Edison had tuberculosis

Knierim was in here today to take away his trunk and personal effects.

He has a very bad cough and has been spitting blood. Lieb had the Company doctor see him and make an examination. The doctor told him he ought to go away and recommended that he go in the pines at Asheville, N. C. and he would probably be all right in a month or two.

2

The New York Edison Co. will continue his salary. I told Knierim that I guessed you would probably have to drop him from your pay roll as the Government work is nearly ended. He said he had rather expected that. I suppose that is OK?

Poor old Knierim, I am sadly afraid his lungs are affected!

Meadowcroft

Edison Storage Battery Company Records
Correspondence (1921-1931)

This folder contains documents, primarily correspondence, relating to the business of ESBCo. The documents cover the period from 1921 until after Edison's death, but the bulk of the material is from 1921-1924. Included are letters pertaining to the sale of Edison storage batteries, the real estate and capital of the company, and the processes of production, accountancy, and administration. Correspondents include Edison, Charles Edison, H. A. Altengarten, Frank D. Fagan, Stephen B. Mambert, Arthur Mudd, C. E. Sholes, and other ESBCo employees. Some of the items relate to sales agents Maurice E. Fox and John F. Monnot, to the Edison Storage Battery Supply Co.'s contract with the American Railway Express Co., to royalties collected from the Deutsche Edison-Accummulatoren Co., and to service guarantees granted to ESBCo customers. There are also memoranda concerning employees under Edison's direction and relations between ESBCo and the phonograph and primary battery divisions of Thomas A. Edison, Inc. Related material can be found in the Plant Operations and Research Records.

Less than 10 percent of the documents have been selected. The items not selected include routine exchanges dealing with the supply of equipment and material for ESBCo and with matters of daily administration and accountancy. Also not selected are letters of transmittal and acknowledgment and items that duplicate information in selected material.

Battery, Sturg'l, 1/8/21

Mr. Edison — Atlenquerten $40 - Neill
$30 - Caldwell.
What is Neills Salary
Mark on this & return

Altho I appreciate fully the present business conditions, I feel that in justice to myself I should remind you of my personal affairs.

When I first came here (five months ago) I accepted a rate much lower than paid to others of similar training & experience with the understanding that it was purely temporary.

I have not mentioned salary since as I have looked rather toward the job than the money, but in view of the fact that I have not only to support myself but to contribute toward the support of my mother you can appreciate that I can hardly be content on $30.00 per week.

If I did not feel that this salary was much lower than normal - reduced rates considered — I would not bother you at this time, but as it is I feel justified in asking for consideration.

Respectfully
R. H. Caldwell

FINANCIAL MEMORANDUM NO. B 57

DATE February 8, 1921.

EFFECTIVE

FUNCTION Export Divi n of E. S. B. Co.

FROM— Fred C. Erwin, Ass't Secretary

TO— Stephen B. Mambert, Vice President and Financial Executive.

SUBJECT Sale of "Export Division to Thomas A. Edison, Inc.

At a meeting of the Board of Directors of Edison Storage Battery Company, held Tuesday, February 8, 1921, at the principal office of the Corporation, West Orange, N. J., the following resolution was adopted:

RESOLVED, that the proper officers of this Corporation be and they hereby are authorized to sell that portion of its business known as "Export Division" to Thomas A. Edison, Incorporated, at its net worth as shown by the books of account at the close of business on the evening of December 31, 1920, in accordance with the following statement of assets and liabilities.

Assets:			
Cash on Hand		$ 300.00	
Accts Receivable-Customers		78,340.21	
Res. for Doubtful Accts $1,199.54			
Less Accts written off	541.77	657.77	
Due from T. A. Edison, Personal		6,047.40	
Finished Merchandise		13,608.25	
Consignments at cost		795.08	$98,633.12
Liabilities:			
Accts Payable-Outside Vendors		$ 319.02	
Accts Rec. Credits-Customers		8,408.48	
Thomas A. Edison, Inc.		1,249.06	
Edison Storage Battery Company		34,755.35	44,728.91
Net Total			$53,904.21

I hereby certify that the foregoing is a full, true and correct copy of the resolution as it appears in the Minute Book of the Export Division.

Fred C. Erwin
Assistant Secretary.

COPIES TO: MR. STEPHEN B. MAMBERT (2) Messrs. F.D.Pagan, H.F.Miller, W.Stevens L.E.Hatfield.

933

147-5M-1-21

FUNCTION Storage Batt /

FROM— Stephen B. Manbert

TO— Executive Committee

SUBJECT Our relation of Direct Costs and Fixed Burden to our Selling & Credit Policies.

FINANCIAL MEMORANDUM NO. 72377

DATE March 24, 1921

EFFECTIVE Date of issue

Jason

--- Thoughts ---

In our business, an A-4 Cell which is listed at $20. is usually sold at 25% off of list, that is - at $15.00. Generally speaking, at the present time, we can replace any Cell which we ship from stock for $7.50, made up of approximately -

$4.00 which we would have to pay out for direct purchase of material;
1.50 which we would have to pay out for indirect labor;
2.00 for direct expense;

In other words, it will be seen that if we obtain $15.00 for an A-4 Cell, and our direct cost of producing same is $7.50, that for every A-4 Cell which we produce for a direct cost of $7.50 and ship at a billing price of $15.00, we earn $7.50 applicable to the cashing of our fixed burden.

Now, what is our fixed burden? In round figures, our fixed burden is about $7,500. per day, so you see we see that on this basis, it is necessary for us to sell a thousand cells a day to earn enough gross margin between our billing price and direct costs to compensate us for our fixed burden.

--- ooo ---

There is another way of expressing this. That is, for every cell less than one thousand cells a day that we ship, we lose $7.50; for every cell more than a thousand cells a day, we gain $7.50

--- ooo ---

I hope that no member of the Executive Committee will try to tie me down too closely to these figures, because they are more or less taken from the air as reduction in costs of materials, direct labor and direct expense, as well as curtailment of our fixed burdens, are in process of taking place, and, the above figures are obtained by sort of jumping out ahead of the actual closing of our books - more to express a principle than to get right down to the absolute penny or the absolute dollar.

--- ooo ---

How does this affect our merchandising policy? Just at the present time, it probably does not affect it one way or another. In other words, if we could sell all of our batteries at $7.50 instead of

COPIES TO: MR. STEPHEN B. MANBERT (2)

$15.00, it probably would not result in the sale of one additional battery, but it does mean this: That just as long as we fail to sell less than a thousand cells a day on our present direct cost and fixed burden basis, we are in a bad way, and that just as soon as we can get to the point where we are selling more than a thousand cells a day on the present direct cost and fixed burden basis, we will be improving our cash position. In other words, a thousand cells a day is absolutely the minimum basis which we dare work to on our present direct cost and fixed burden basis, and, if after the passing of such time as in the opinion of the Executive Committee may be reasonable, we do not succeed in arriving at a business of a thousand cells a day, it is going to be necessary to absolutely cut even what we now consider to be essentials, out of our daily fixed burden.

--- ooo ---

How does this affect our attitude toward the prospective customer who believes in Edison Batteries, who wishes to buy Edison Batteries, but is short of cash, and because of the fact that he is short of cash, is inclined to buy our competitors' batteries costing only one-half as much as our own, although he realizes that the purchase of our battery, will prove more economical in the long run.

Obviously, if we obtain from such a man a cash payment of $7.50, we are better off than if we lose the sale, even though at the particular time he makes the purchase, we have received no payment from him applicable to our fixed burden. After we have obtained the advantage of a wider distribution of our product, whatever payments we are successful in obtaining on the balance, whether over a short or long period of time, will immediately become of assistance to us in meeting our fixed burden, as such payments are made by this customer from time to time.

Wherefore, as the demand for Storage Battery equipment gradually returns, I want to be very certain that the business is not permitted to slip from our hands because of the large down payment that is double the amount required by our competitors, which we have been imposing during the months when the demand for our product exceeded our capacity to produce.

Everything which I have said during the months when we were unable to produce cells to meet the demand of our customers who were willing to pay cash, is now null and void.

We are in a different phase of the economic cycle and our financial policy is absolutely reversed in connection with same. Bear in mind that I am not in any way undertaking to reverse any of the Selling Department's sales policies, but I immediately wish to make certain that possible business is not lost or sacrificed because of anything which I have said during the preceding phase of the economic cycle, and that it is understood that I want all cases considered from the above angle. I would like to request that until such time as I become satisfied that my thoughts along the above line are thoroughly understood, that all questions of long time payment be brought to my personal attention, as I do not consider it a function of the Credit Department to make any exceptions to our regular terms of payment, or to apply a policy such as I have outlined above.

I am fully aware of the dangers of this policy and if it were not for the fact that I have confidence in Messrs. Fagan and Blair and the selling organization which they are building, I would never dare to lay myself open to the risks of catering upon this policy. It is because of this confidence that I am willing so to do, but at the same time, I wish to know every move that is made in this dangerous game.

In plain English: We have a product which must be merchandised. When we, the Edison organization, go into the market to buy equipment, we buy on just as long terms as we can secure, and we cannot expect to secure the maximum volume of equipment business unless we do exactly what every other concern in the equipment business has been doing, is doing, and always will do, namely - display a willingness to go half way toward meeting the customer's financial problem at the time he displays a willingness to install what is bound to prove to be the best in the long run.

Obviously the great care as possible must be exercised in the application of this policy. It would be folly to issue a General Bulletin dealing with so confidential a subject, and, the control of our sales organization must be sufficiently direct so that this policy can be applied with intelligence from headquarters and not generally mis-applied by the rank and file of the organization.

I believe that the ultimate success of this Storage Battery business lies not in lowering the price but rather in merchandising our product on a high-priced basis along the above lines in such way as to build up the largest possible volume of business. In this manner do I believe that we can cash in on the fact that our battery is the best in the long run without unduly burdening the customer with a first cost far above his financial capacity.

I consider this memorandum highly confidential, only for the knowledge of the Executive Committee. If there is any phase of this matter which does not meet with the unanimous approval of the Executive Committee, I would like to have it settled as soon as possible, because I am already working along this line in a few isolated cases and do not wish to extend this policy if there is any question as to its efficacy

W.

April 8, 1921

Mr. Edison:-

Have authorized Monahan and Smith to go ahead with tools for Audion Cell. This cell looks good to me. On account of Government red take and requirements, we cannot until further approval from the Government ship the new cell, as its dimensions are different than the one they have approved. Am taking up with the Government today the question of supplying this new cell and hope to get their approval. They may insist upon a test which will take two or three months. In the meantime, we will go ahead and put it on the market to sell to amateur radio operators and others, as we do not need this Government order before we start manufacturing for regular sale.

We are under contract to supply the Government with a cell which meets with their approval. Otherwise, I am not much concerned about the Government business on this cell.

Frank D. Fagan

C.C. to Mr. Mambert

Allengarten
Sent him to
Bayslow
Edison Shop

April 26, 1921.

Mr. Edison:

My resignation is yours for the asking, of course, but I want you to know these facts.

I have never been any good at tricky diplomacy. My policy has always been to think straight, work hard, and speak the truth.

Whoever said that I was blowing about my raise is a damn liar.

The only thing resembling blowing which I did was to tell a very few of my personal friends that I had received a raise and that I did not think that I deserved it. If that constitutes blowing, then I stand convicted.

Not being a diplomat, I did not think it necessary to keep such a thing secret from personal friends. It was a surprise to me the way the news spread.

The history of the whole mess is as follows:

Monday afternoon I asked Mr. Altengarten whether certain ideas I had been working on should be submitted to you or to Mr. Hemphill. Within half an hour Mr. Hemphill had heard about it and phoned me that I was out of his department.

When asked for an explanation, Mr. Hemphill said that he didn't want Altengarten sticking his nose in the production department and that he didn't want anybody in the department going to you with any suggestions. He apparently thought that I was trying to put something over on him. In this he jumped at a wrong conclusion.

Since when has it become a crime for an inspector to think of submitting a memorandum to you?

I have been told that when Mr. Hemphill heard of my raise he went up in the air and practically said that he was going to get me if he could. Apparently he has succeeded.

As to men being dissatisfied, I am sure that letting a deal like this be put over will do more to lower the morale of the inspectors then any indiscreet talk of mine.

I may have been indiscreet but I'll be damned if I did any blowing. Ask any of the inspectors to whom I mentioned my raise.

I hope I have convinced you that I was doing my best to play the game squarely. If so, and if you think my brains are worth something, is it fair to let me out because of a silly mess like this?

Might it be possible to straighten matters out by shifting me to the sales department? I know more about advertising than manufacturing anyway.

Respectfully,

A.H. Townsend

June 10, 1921

Mr. Thomas A. Edison:-

I am attaching a few reprints of newspaper clippings from Canada. These cover a story of a trial trip of a battery car, the test being run under the supervision of the Railway Storage Battery Car Company on the Canadian National Railways tracks. Publicity was given to this test throughout Canada.

Pathe Weekly News and another News Weekly have distributed moving pictures of this trial to over four hundred theatres in Canada. We will get a copy of this film and show it to you next week. It takes about three minutes to run.

We are co-operating with the Railway Storage Battery Car Company in every way possible to develop this business, as it is purely Edison and each order is a big installation. The list price for one car equipment is $14,000. As far as I can see, this business has been neglected in the past.

Frank D. Fagan

CC to Messrs. Chas. Edison
and Mambert

S.B. 1923-1-10M-1-J

1 ISON STORAGE BATTERY COM NY

ORANGE, N. J.

June 23, 1921.

Personal

Personally addressed to Department heads at Orange and Silver Lake.

You have been advised of the temporary reduction in salaries of one-half day, weekly. I wish to take this opportunity of expressing to you my personal appreciation of the spirit in which you have received this reduction.

There never has been a time in the history of the country when close co-operation and concerted action on the part of every man was more necessary to bring about a better condition than at present. Due to the unsettled conditions in foreign countries there is little or no export business, and this has a direct reflection on the business of this country. In your contact with other people, I would like to suggest that you talk optimism. We must give the very best service possible on orders from our customers, and the Sales Department will concentrate on the securing of all possible available new business.

It is hoped that the present situation will improve within a short time, and I trust that you will use your best efforts in helping us wherever you can to bring about this improvement.

Yours very truly,

Frank D. Fagan.

Copies to Messrs. Charles Edison and S.B.Mambert.

Mr. Edison — For your information

Mambert 6/28

Allengarten - Will be at Lab on 6th & I want Bradshaw put him on list - Received 1921

Mr. Edison:-

On ~~our~~ re-organization. plan am going to try and handle both Bynes (Shipping Schedule) and Bradshaws (Prod. Schedule) work, realize it is a big undertaking but will do my best and if I get in wrong can get one back.

You can therefore have Bradshaw.

Will release him here July 8th, so you can have him to start on July 11th.

Sam'l.

7/13/21

Mr. Edison - Allenquotten so ok
+ see he gets money - say can't promise job when he gets back his personality

wish to resign my position in connection with T. A. Edison Inc., effective Saturday July 16. An opportunity has just been offered me to work my passage on a three months trip to Europe on an oil tanker, sailing from New York next Sunday or Monday. I am very anxious to take advantage of this opportunity, feeling that my departure should prove a great convenience to the company as my present work is practically only a duplication of Mr. Mills'.

If permission is granted me to leave Saturday I would like authority to collect wages due me at that time.

I would also like an expression of opinion as to the possibility of my being reemployed on my return to this country.

E. Nazzaro

Mr. Edison: — Mr. Wenquden — This is one of the troubles — I get back & he quits — a man

July 27, 1921.

I have an opportunity to get back into the Foreign Trade line by going into the Latin American division of the Bureau of Foreign + Domestic Commerce, in Washington, and so I am leaving your employ.

I am sorry that you are not here so that I could say good bye to you personally. I have learned a good deal about human nature since working here and I believe that although it cost me my job from testing records for Wallerstein's department to writing reports on the demand for Chewing gum in the Andes nevertheless I have profited by my experience under your direction.

Ever since I was 13 years old I have been deeply interested, almost to the exclusion of everything else, in Latin American affairs. I believe that you will appreciate my interest in one particular line of work and my desire to stick to it.

With best wishes for your personal health and success and with thanks for your having taught me a few things,

I am

Yours Very Sincerely

Ralph G. Lounsbury

BATTERY—
STORAGE

August 9th, 1921.

Mr. Edison:

Would it not be a good plan to instruct heads of departments to whom Inspectors' reports are sent to come back to me on items calling for attention?

Although this would increase our work here considerably, both Mr. Starrett and myself feel that this system would result in more attention being paid to these items, and result in a considerable saving of money and time. At present many of these items seem to be lost sight of and finally forgotten. They should not have to wait until the inspector reports them several times.

H. A. WALTENGARTEN

Hally

These items will not be lost if you do as I asked you yesterday to notify all inspectors to keep repeating the defects numbering them & put in each day's report this will get on the nerves of person responsible & also keep us posted. E

E.S.B.
Aug. 11th
6.30 Pm.
(4-12 Midnight Shift)

X wallace him —

Mr. H.A. Altugarte —

Dear Sir

The writer wants an interview with you Tomorrow at 2:30 Pm. (Aug 12th).

Mr Egerton has notified the writer verbally that its near time for Frank Powers to "git"

Mr. Egerton and writer haven't been pulling together as well as they should. He states his confidence in F.P. is negative, so there you are.

The writer wants to remain with T.A.E. in some capacity or other.

A good frank talk may clarify this situation.

Trusting we can find a way out which will not cost the writer his job.

Very truly
Frank Powers

Sept 7, 1921.

Mr Edison:-

Since I came to work for you last February I have had five or six assignments, all of which I have carried out to the best of my ability.

Yesterday Mr. Altengarten brought me word that I was to replace Mr. Hopkins as Powder Blank Inspector. I have made several trips of inspection with the latter thru the Powder Blank, and am convinced that it will be physically impossible for me to do this work, as I am a sufferer from hay fever and find the dust of the blanks very irritating.

I am accordingly obliged to ask you to assign me to some other work, and trust you will be able to do this without serious inconvenience.

Hand

Put in EPW.
9/8/21

Sept. 13, 1921.

Mr. Edison:

As there seems to be no opening for me in the immediate future with this company I have decided to resign and will probably go to a university for advanced study this fall.

This resignation is effective on Saturday, September 17th.

Will you kindly give the necessary instructions so that I can receive my pay in full on Sawtday.

P.R. Smith
P.R. Smith

Sent Return to Personnel 9/21/21 HAC

Put on 9/15/21 HAC

Smith: It is usual with me that when a man wants to leave he gives a weeks notice to give me a chance to fill his place - Can you stay a few days or break another under in

E

September 20, 1921.

Mr. Fagan,-

Agreement dated July 1, 1920

I have gone over the contracts with the American Railway Express Co. handed to me by Mr. Veale and find the situation to be as follows:

On April 17, 1917 The Edison Storage Battery Supply Co. wrote to the American Express Co. offering to supply batteries at certain prices. This offer was accepted April 25, 1917. After five years, replacement allowances were to be as follows:

A's	replaced	by A's	50%
A's	"	" C's	40%
C's	"	" C's	40%.

There was a special arrangement as to batteries requiring replacement during the five-year period. This contract was cancelled to take effect July 1, 1918. These replacement allowances would apply to all batteries supplied under this agreement.

By correspondence extending from Aug. 6 to Aug. 15, 1918 an agreement as to prices, etc. was then made between Edison Storage Battery Co. and American Railway Express Co. Under this agreement the discounts were to be 30% on A and 25% on C type cells. Replacement allowances were to be according to the 10 year schedule contained in our printed guaranty, ranging from 100% to 30%. This arrangement, with an increase in list prices on August 1, 1919, continued in effect until modified by Mr. John Kelly's letters of Sept. 6th and 11th. The effect of these letters was to make the replacement allowances for the first three years, or for the first 2-3/4 years, according to the printed guaranty in effect

at the time of shipment, and 50% thereafter. I interpret the modification to apply to batteries sold from and after Sept. 6th, 1919, because of the first sentence of the letter of Sept. 6th which reads:-

> "We desire to confirm arrangement under which your Company will purchase Edison batteries from us" etc.

There was no acknowledgment of Kelly's letters of Sept. 6th and 11th, but orders were subsequently placed, which probably constitutes an acceptance. There may be some question as to Kelly's authority to modify the contract in this manner, but I believe the General Sales Manager would be presumed to have this authority, although it may be fairly argued that he did not have authority to obligate the Company for any period in excess of 10 years, as that is the maximum period of any of our authorized guaranties. Furthermore, Kelly signed the later contract under which we are now operating.

On July 1, 1920 a new agreement was made. While this agreement purported to supersede and annul prior agreements, there are references in it to replacements made or to be made under our service guaranty, and from this it is to be inferred that it was not intended to terminate our obligation. with respect to batteries previously furnished. as to replacements. Furthermore, I understand replacement allowances have actually been made since July 1, 1920.

I doubt whether we could make out much of a case in any attempt to free ourselves from the obligations as to replacement allowances as set forth in the various contracts. However, the situation is complicated to such an

extent as to render it highly desirable, if possible, to come to some definite agreement with the Express Co. as to the rights of the parties.

Henry Lanahan
HL

HL-K

[ATTACHMENT]

Edison Storage Battery Co.

Orders Received --- Daily Average

July 5, 1921

Name of Customer		Quantity	Type	A-4 Equiv.	List	Discount		Net
International Time Rec Co., Endicott, NY		10	B1H	1.25	65.00	30	P9	62.00
American Rwy Exp. NY	(A)	60	A8	120.	2280.00	56	P9	1020.00
Louisville & Nashville,RR.,Louisville, KY	(B)	25	A6H	50.	962.50	22	P9	745.94
Powley & Townsley, Toronto, Can		4	G9	6.	142.00	15-5	P9	114.66
" "		25	A6H	50.	962.50	20-5	P9	731.50
Nat'l Malleable Casting Co. St. Louis, Mo		1	A8	2.	38.00	0	P9	38.00
Mancha S.B.Loco Co. St. Louis, Mo		84	A10	210.	4074.00	25	P9	3055.50
Kansas City Power & Lgt Co., Kansas City,	(XB)	64	A8	128.	2432.00	35	P9	1543.56
Michigan Transit Co., Chicago, Ill	(X)	94	B4H	47.	1151.50	0	P9	1151.50
Jos. M.Brown Co., Chicago, Ill.	(X)	1	A6	1.5	29.50	15	P9	25.07
		368		615.75	12137.00			8477.73

Approximate daily average A4 - 469
" " $ $6612.

(A) Replacement of 60 G11 cells
(B) " Edison
(X) Shipped from Chicago Stock

Charles E

Why isn't it Cancelled
We make a Terrible
loss every time we
sell

E

Fagan:
Is it correct that our
Contract Expires with
Amount Exp in July

Edison

Mr.Edison - Fagan away today. His Office says American Ry.Exp. contracts reads to July 1st and thereafter, until cancelled upon 30 days written notice. It has not yet been cancelled.

ALTENGARTEN.
lcr

7/7/21

[ATTACHMENT]

FILE COPY
Return to Altengarten

Edison Storage Battery Co.

Orders Received - Daily Average

September 1st, 1921

Name of Customer		Quantity	Type	A-4 Equiv.	List	Discount	Net
C.B.& Q RR., Chicago, Ill	(X) (A)	42	A6	63.	1239.00	25 P9	929.25
Central Scientific Co "	(X)	12	B2	3.	102.00	20 P9	81.60
W. M. Welch Mfg Co. "	(X)	1	B2	.25	8.50	20 P9	6.80
Miami Univ., Oxford, Ohio	(X)	7	B2	1.75	59.50	10 P9	53.55
Smith-Meeker Eng Co. NY		3	A4H	3.	61.50	25 P9	46.13
C.F.Hindle, Ossining, NY		12	B2	3.	102.00	20 P9	81.60
Safety Car Ht & Lt Co., New Haven Conn		25	A8H	50.	962.50	25 P9	721.78
Illinois Central RR. Chicago, Ill		24	A6HW	36.	750.00	20- 5 P9	570.00
Los Angeles Auto Wks. Los Angeles, Cal.		120	A8	240.	4560.00	20 P9	3648.00
T.A.R.Export, NY		15	B4	7.50	176.25	25-5-10 P9	113.03
American Rwy Exp Co.	(A)	2	A8	4.	76.00	40 P9	45.60
"	(A)	1	G11	1.62	42.00	40 P9	25.20
"	(A)	1	A8	2.	38.00	40 P9	22.80
"	(A)	1	G11	1.62	42.00	40 P9	25.20
"	(A)	4	A8	8.	152.00	40 P9	91.20
		270		424.74	8371.25		6471.74

Fagen

(X) Shipped from Chicago Stock
(A) Replacement of Edison

I was told Contract with American Exp would expire in July & we would not get a price that would stop our very severe losses - How about this

Edison

[ATTACHMENT]

Edison Storage Battery Company

Battery Guaranty

GUARANTY NO. 276

SALES ORDER NO. _____

NUMBER OF CELLS _____ TYPE _____

DATE OF ORIGINAL SHIPMENT

_____ 19__

To _____

AS an assurance to you that the quality of durability possessed by the Edison Storage Battery shall inure to your benefit, we, the undersigned, EDISON STORAGE BATTERY COMPANY, hereby guarantee all the Type cells bearing serial numbers as per the list herewith as follows:

1. Any defect in workmanship or material which may develop within a period of one year from the date of shipment of said cells by us will be corrected free of charge, f. o. b. Orange, New Jersey.

2. If at any time within a period of TEN YEARS from the date of said shipment, any of said cells shall, when tested under our supervision, be found incapable of delivering at least per cent. of their rated capacity of ampere-hours, we will replace them with other cells having full rated capacity at a charge to you for each cell equal to the list price thereof at the date of execution by us of this guaranty less an allowance, for the cell replaced and returned to us, equal to the percentage of its list price set opposite the period during which the benefit of this guaranty is claimed in the following schedule:

Period during which benefit of guaranty is claimed	Percentage of list price allowance
First year	100 per cent.
First three months of second year	76 per cent.
Second three months of second year	73 per cent.
Third three months of second year	70 per cent.
Fourth three months of second year	67 per cent.
First three months of third year	64 per cent.
Second three months of third year	61 per cent.
Third three months of third year	58 per cent.
Fourth three months of third year	55 per cent.
First three months of fourth year	52 per cent.
Second three months of fourth year	49 per cent.
Third three months of fourth year	46 per cent.
Fourth three months of fourth year	43 per cent.
First six months of fifth year	40 per cent.
Second six months of fifth year	37 per cent.
First six months of sixth year	34 per cent.
Second six months of sixth year	31 per cent.
Seventh to tenth years inclusive	30 per cent.

50%

[ATTACHMENT]

All cells furnished to replace others hereunder will likewise be covered by this guaranty, subject to all the conditions herein contained, their replacement allowance being based upon the date of their shipment by us to you in accordance with the foregoing schedule; provided however that this agreement and guaranty and our responsibility hereunder shall not extend beyond the expiration of ten years from the date of shipment by us of the original battery of cells covered hereby.

All cells to be replaced shall be delivered to us f. o. b. Orange, New Jersey. All cells supplied hereunder will be delivered by us f. o. b. Orange, New Jersey. All cells and parts thereof replaced by us hereunder shall become our property. We reserve the right to require payment of the aforesaid charge in cash before replacing any cells hereunder unless your credit with us is satisfactorily established at the time of such replacement.

This guaranty and agreement is subject to the following conditions and is not binding upon us unless these conditions be faithfully observed:

A. That all said cells be installed in a manner approved by us.

B. That all said cells be used only in connection with apparatus approved by us and maintained in reasonably good repair.

C. That all said cells be cared for and operated in accordance with our standard printed instructions.

D. That our authorized inspectors and agents have access to said cells for test and inspection at any reasonable time.

E. That all of said cells be used only for the purpose for which same are furnished to you, and used only within the limits of the United States, which for this purpose shall be considered not to include its insular possessions, Alaska or the Panama Canal Zone.

This guaranty and agreement applies only to the above cells sold to you and is not assignable or transferable. Furthermore, this guaranty and agreement shall not be binding upon us with respect to any cell lost or destroyed, or with respect to any cell damaged or injured through or by misuse, abuse, fire, wreck, collision, accident or other cause foreign to the service for which it is intended.

This guaranty and agreement is subject to the condition that we shall not be liable for any delay in replacing any cells hereunder due to any strike, fire, flood, war or any unavoidable cause, or due to inability to obtain or delay in obtaining material; nor for any other delay unless caused by our failure to use reasonable diligence in supplying cells for such replacements.

Orange, New Jersey

EDISON STORAGE BATTERY COMPANY

Date:

By _____

Vice President

Accepted:

_____

By_____

Date_____

[ATTACHMENT]

Data relating to vehicle in which the battery hereby guaranteed is to be exclusively used:

Name of Manufacturer_____

Type of Vehicle_____

Manufacturer's Vehicle No._____

LIST OF BATTERY CELL NUMBERS

[ATTACHMENT]

Edison Storage Battery Guaranty

447-F-6-23

FUNCTION Storage Battery

FROM— Stephen B. Mambert

TO— Executive Committee

SUBJECT American Railway Express Co.

(Mr. La Schum and Mr. Rhodes)

FINANCIAL SYNOPSIS NO.

DATE November 22,1921

EFFECTIVE Date of issue

"Nuccical File"

In accordance with Mr. Thomas A. Edison's suggestion of yesterday that I personally go to Mr. La Schum and talk to him about our contractual relations with them, Mr. Fagan 'phoned Mr. La Schum at his house last evening and arranged for the discussion which took place at Mr. La Schum's office this afternoon.

I find that Mr. La Schum is fully awake to the fact that the mal-adjustment of commodity prices has increased the competitive advantage of our lead competitors. In other words, while the materials entering into the make-up of our competitors' product have returned to within a few percent of their pre-war figure, the materials entering into our product still cost a considerable percentage more than was the case in the pre-war days. As Mr. La Schum expresses it, this is something which neither Edison, Exide or the American Railway Express can control - all that we can do is to have confidence in the ultimate success of electric transportation and look forward to the time when the re-adjustment of commodity prices will be completed, at which time we hope the above mentioned disparity in costs, will in large measure, be removed.

Mr. La Schum asks us not to place him in the position of having to say that it costs more to operate a Nickel Iron Potassium Battery than a Lead Sulphuric battery. As near as he can determine from the figures which they have compiled to date on the comparative cost of operating the two classes of batteries, they have found that while the cost of repairs and upkeep of the Lead is a little greater than that of Edison, it is only greater by such a small amount as to be offset by the slightly greater quantity of charging current used by the Edison.

Mr. La Schum agreed that while this larger consumption of current by the Edison Battery could be explained away by the Edison engineers, nevertheless, by his own "rough-house" methods of calculation based upon his experience and actual practice, he was convinced that his statements relative to same were true.

In other words, he was satisfied in his own mind and thoroughly believed that the cost of operating the two batteries was roughly the same.

Relative to the comparative life of the two batteries, he stated that the Exide people were constantly improving the life of their Iron-clad Battery so that at the present time, he was securing an average life of about 33 months, while from the Edison he was securing an average life of about 66 months, although he believed that with the gradual elimination of the G type, the greater predominance of the A's would tend to increase this average by

COPIES TO: MR. STEPHEN B. MAMBERT (2)

possibly as much as six months additional life. However, many of the Iron-clad batteries were now showing a life of 36, 37 and 38 months, so that their records to date indicated a two to one life of Edison over the Exide Iron-clad.

Fortunately for us, he is disposed to offset the increased investment and interest charges in connection therewith against the fact that they only have half the number of replacements to make.

By this method of reasoning, he arrives at the conclusion that he is justified in paying for a new Edison twice the price of an Exide Iron-clad. But if he were to pay as much as one cent more than double the Exide Iron-clad price, he would then have to say that Edison was more costly than Lead.

Mr. La Schum is that self-made, practical type of man that conveys the impression of thoroughly believing what he is saying, and in a spirit of being absolutely fair, has balanced this thing in his own mind and arrived at the balancing point, namely: two to one of life and two to one of cost, which it would be very difficult and probably unwise for us to try to upset.

He states that there is absolutely no question about the price of our new batteries in comparison with the price of Exide Iron-clad, and according to such competitive line on the situation as our Sales Department has been able to secure from time to time in the past, he is right in this regard.

Our competitors uniformly offer him replacements at 80% of what he pays for new batteries, so that on this basis, namely 80% of our new battery price to him, which is 30% off list, he can afford to pay for the replacement of one of our batteries from which he has secured full and satisfactory life, list less 44%, that is 56% of list.

In view of the fact that they use A-8's of which the list price is $38.00, or $19.00 an A-4, this discount would net us and cost him $10.64 per A-4 replacement.

My call had the effect of clearing up one phase of misunderstanding which has always existed in my mind relative to Mr. La Schum's demands on us, in that I have always understood from the Sales Department that Mr. La Schum wished us to adopt a sliding scale based upon five years fifty percent, and pro rata for any shorter life, but with no additional pro rata compensation to us for a life longer than five years.

I find that when he talks pro rata, he means the following, which is decidedly better than the interpretation as I have heretofore understood it. The figures which he actually has in mind representing their payments to us for battery service are as follows:

List price		100%	$19.00
Less Discount		30%	5.70
Cost of New Battery		70%	$13.30
Renewal Cost		80%	80%
5th Year	(Second Half	56%	$10.64
	(First Half	50.4%	9.58
4th Year	(Second Half	44.8%	8.51
	(First Half	39.2%	7.45
3rd Year	(Second Half	33.6%	6.38
	(First Half	28. %	5.32
2nd Year	(Second Half	22.4%	4.26
	(First Half	16.8%	3.19
1st Year	(Entire First Year	11.2%	2.13

Mr. La Sohum does not feel in his own mind that we are under any obligation at the present time to either sell them new batteries or make replacements for an indefinite period at the present schedule of prices and discounts if we find it necessary to change same. He states that while he would regret to have present conditions, which he believes will only be temporary and soon be re-adjusted, cause us to feel that we must increase our list prices or decrease our discounts further than provided for in the above schedule, that if we were to find it necessary to do so, that they are in a position, due to the large number of their trucks which are equipped with Universal motors usable with either Edison or Lead batteries, to merely switch their new business or their replacements to Lead. He states that they would try to hold off as long as possible from so changing over their replacements, especially if they felt assured that any decrease of discounts which we might introduce, would be only temporary, but on the whole, their position is best summarized by the fact that they recognize the good qualities of the Edison. They believe that electric transportation is the coming thing; that as yet electric transporation has not come into its own; they want to do everything in their power to assist us to keep up the fight until electric transportation does come into its own, which they thoroughly believe it will do in the not too distant future, and as a measure of aiding us along this line, are willing to pay us as much for our product per month of life as they pay per month of life to our competitors, but beyond this point do not feel that they would be justified. Neither would they advise that we put them in the position where it becomes necessary for them to admit that the price of Edison is higher than the price of Lead.

--- ooo ---

Mr. La Sohum has in mind that it would be much better from both our standpoints if we could exchange letters defining our understandings one with another, and to this end, he will tomorrow prepare draft of his understanding

and we will do likewise, these drafts to be used as a basis of discussion which we will probably have either on Friday or the early part of next week.

Marshall

D
1922
Pertaining to Stage

FEB-4 '22

Mr. Edison:-

You asked me to check the employees on salary (private payroll) with the end in view of reducing same.

Attached is my suggestions, have not been able to thoroughly investigate each case, but they are my honest opinion and as I see conditions.

There may be good reasons for not acting on some, but there is a field for some reductions and saving.

Suggest that if you consider any of it advisable to have one of your men carefully investigate in detail and send list to Mr. Hagan and ask why all or part cannot be done.

~~Am giving each case my separate sheet. Approaches make properly copy of my sheet, and send out and return one for your file until replied to or action taken.~~

For the good of the organization and not to make it any harder for me over here kindly treat this strictly confidential as to its source or where the information came from.

Sam.

[ENCLOSURE]

STORAGE BATTERY: Meadows

Fagan, Monahan, Blair -

Question the necessity of all three. Could not at least one be eliminated. If we must have a General Manager, why cannot he also be Works Manager, or Sales Manager along with the General Manager's duties. A man should be able to handle both.

Now have:

Fagan - Vice-President & General Manager
Blair - Sales Manager
Monahan - ? (assume Works Manager or Supt.

Three men in all when two should be enough.

SUGGEST:

1. General Manager (and Works Manager)
2. Sales Manager

o r

1. General Manager (and Sales Manager)
2. Works Manager

Mr. Kolbert - Listed in Fagan's Office. Was there first at the July reduction, was then transferred to Mamberts office, and now back to Fagan.

Mr. Fagan has Miss Stalker for Stenographer and Secretary.

Why Kolbert? Is not his duties in parallel with Wilson in Mamberts office? Was far as the Battery is concerned? or could not these jobs be combined and one man handle either Kolbert's or Wilson's work. Moreover, Balevre who is a service clerk in Sales, could do this work of Kolbert.

If Kolbert's duties are records and statistical work, a bright young girl could keep this up.

This one looks like excess baggage. Am informed that pull is keeping this man.

[ENCLOSURE]

STORAGE BATTERY

SALES - Orange.

Three men. Wilson, Sanborn, Renwick. Men are listed and called General Road Salesmen.

Would say that Wilson is. Not much to say about Sanborn.

Renwick is here most of the time. At the July reduction he was sent to Philadelphia and is now back here.

Why not make these men Road Salesmen - or possibly their work can be combined and two men handle, doing away with one.

From present arrangement, on the surface, it looks like one excess baggage.

Also understand friendship comes in here towards retaining one.

Sales - Orange - continued.

There are - Veale, Hartman, Hayes - three men. Combine work and two handle, doing away with one. Would say Hayes.

If this cannot be done, surely a good girl can handle the work, in addition to helping out on typing. Veale and Hartmann taking over that part of Hayes work which a girl cannot do.- or Balevre take over part of the work along with the other two.

Would say that one excess employee here.

ENGINEERING:

Believe that Douglas could be let go or combine his work and that of Sales Engineer Mitchell, eliminating one man, either Douglas or Mitchell.

Under present conditions do not see just why the necessity of a man for the work Douglas does.

They have Douglas, Mitchell and Leach. It does look as though work here could be so arranged that two men could handle, so as to reduce one.

[ENCLOSURE]

STORAGE BATTERY - continued:

ACCOUNTING:

They have increased their force three. Do not look necessary unless it is for inventory. Work surely has not increased to the extent of where three more are required here.

Believe by a combination of work that at least two could be eliminated. Still the work and records here might warrant this help, but on the surface does not look so, or from the hustle in the department.

MANUFACTURING:

Have increased one girl in Stores or Production. Was it necessary. May be due to increased production and required.

FACTORY:

Combine Cell Assembly and Mine Lamp Departments under one Foreman. Now have two, and one could handle under present production.

MAINTENANCE AND CONSTRUCTION:

It appears that they have too many employees. By a careful study could not a reduction be made here.

REPAIR DEPARTMENT:

By a thorough check and study of this Dept. - which would do no harm - believe changes could be put in effect which would be beneficial, also reduce number of employees.

[ENCLOSURE]

STORAGE BATTERY - Continued.

INVENTORY CREW:

This crew has been on quite some time. They should be finished up by now. Speed up and get it over with. The appropriation, I understand, has been used up.

The following should be checked as to why their increase in force:

NEW YORK GARAGE - CHICAGO OFFICE - WASHINGTON OFFICE -

All Salesmen should be checked as to their real worth. Believe that good up to the minute extensive advertising is what counts. Then order takers are required, and not salesmen. By this plan the salesmen could be greatly reduced.

BATTERY—STORAGE

CHARLES EDISON.

DIVISION:

SUBJECT: Storage Battery for R. R. Signals.

Memo. No. 581

Date 10/23/22.

Mr. Fagan
Mr. McGhesney:

Inasmuch as the Primary Battery Division has for many years specialized in supplying electrical energy for the operation of Railroad signaling functions, it has long appeared to me logical, that it should handle the sales of Edison Storage Batteries in this field as well as its own product.

Without going into detail on the subject, I wish to point out certain outstanding advantages.

1. Storage and Primary Batteries are direct competitors of each other in several phases of the signaling field. A consistent policy, carefully administered, is necessary to preserve a proper balance between Primary and Storage Battery effort. This can best be accomplished by having a single executive head do the steering, rather than two, as at present. Handled together, Primary and Storage Batteries can be coordinated and made to supplement each other properly, adding to the strength of our position with the Railroads on both products. Handled separately, one type will always tend to crowd out the other.

2. Single management will eliminate waste in sales effort through making it unnecessary for both Primary and Storage Battery companies to have men covering the same field.

3. A salesman handling both Primary and Storage Batteries is free to urge on signal engineers the best form of electrical energy for a given purpose in an unprejudiced way. A competitor would not be able to walk away with the business while two Edison salesmen are each trying to convince the signal engineer that his form of energy is best.

1543-1M-12-21

4. With a single management we present a united front to the outside. Confusion in the minds of purchasers as to who is who in our organization is eliminated. In the signal field we would have but one point of contact with the outside, making it easy to fix responsibility for loss of business, bad service, etc.

5. It eliminates the possibility of inaction on the part of both organizations through the fear that they are treading on each other's toes.

There are other arguments in favor of this change.

I propose, therefore, the following resolutions be adopted:

RESOLVED:

Effective November 1st, 1922, that part of the business of the Edison Storage Battery Co. that has to do with the selling and supplying of electrical energy for the operation of Railroad signaling functions and the field service pertaining thereto shall be taken care of by the Primary Battery Division of Thomas A. Edison, Inc., and:

That suitable internal agreements providing for equitable compensation to both divisions, and for working rules and methods, be executed forthwith.

CHARLES EDISON.

Correspondence file Battery - Storage

November 21, 1922

Deutsche Edison Accumulatoren Co.,
Askanischer Platz 3,
S.W. 11, Berlin, Germany

Gentlemen:

If you will refer to Paragraph 5 of your agreement with me of January 1, 1914, you will note that there are two classes of payments provided for in the said paragraph:

(a) Royalties payable on the 15th day of January, April, July and October of each year at the rate of Twenty-four one-hundredths of a cent ($0.0024) per ampere hour capacity of each storage battery cell manufactured each quarter during the life of the agreement, payable in United States Dollars.

(b) An additional amount payable each year on the anniversary of the date of the agreement in case the payments to be made under (a) during the year shall be less than the sum of Sixty Thousand Marks (M 60,000).

Taking the figures contained in the statement which you furnished me on October 31, 1921, the amount now due to me for royalties computed in accordance with Paragraph (a) hereof amounts to $8,058.30, made up as follows:

Year	Ampere Hour Capacity	Royalty	Amount
1914	1,329,791.20	$.0024	$3,191.50
5	1,004,774.50		2,411.46
6	802,191.25		1,925.25
7	635,781.30		1,525.88
8	430,398.50		1,032.96
9	121,997.75		292.79
1920	62,365.50		149.68
	4,387,300.00	$.0024	$10,529.52
	Previously paid in 1914		2,471.22
	Balance due		$8,058.30

I consider this amount to be due and payable to me in United States Dollars.

In addition to above amount, there are three items standing on our books dating back to April 1908 as follows:

April 1908	Royalty	$1,223.04
August 1908	"	1,092.00
November 1914	Our Invoice 10561 Acct Austrian Patent Tax	48.92
	Total	$2,353.96

I, therefore, request you to remit to me the above mentioned amounts, totaling (two items) $10,412.26 (Ten Thousand Four Hundred Twelve Dollars Twenty [illegible] Cents), in United States Dollars by New York Draft.

I shall appreciate it if you will give this matter your prompt attention.

Yours Very Truly,

cc to Messrs. H. Lanahan, Bergman, S.B. Lambert and File

TELEPHONE AUDUBON 0836

E. N. GOODMAN
Electrical Engineer
600 WEST 140TH ST.
NEW YORK

Mr. Edison
What battery is this — what tubes etc.

May 25, 1928.

Edison Storage Battery Co.,
Orange, N.J.

Gentlemen:- Attention: Mr. Blair, Sales Manager.

I just purchased from the U.S.Navy one of your submarine batteries, consisting of 200 cells, having a discharge rate of 3150 amperes for one hour, or 1325 amperes for three hours

Dimensions of each cell are 18-3/4" X 9-3/32" X 48-1/2" including supporting insulators. Weight 665 pounds per cell.

This battery has never been used, and I thought you might be interested in purchasing same. I would be pleased to have your offer if interested.

Thanking you for a reply, I am,

Very truly yours,

E. N. Goodman.

ENG/S

[ATTACHMENT]

Charles = I think
we better not touch it
3/16 tubes are poor, if you
Mr Edison again wrote
that we done not interested

As far as I can
learn nothing in the
last "I" hearing

It has 3/16" tubes
It sold for $43,000
" cost was $60000
to make.

Egerton

Walker – not interested
drought letter.

S.S.1507-2300-21.
O.L.D NO. 2363

DISON STORAGE BATTERY C

Memorandum

June 19, 1923

MR. CHARLES EDISON:-

This covers a new form of combined steamer and still which this Company has developed at our request for use in electric truck garages.

The steamer will furnish sixty pounds of steam for blowing off and cleaning cells, and the still will produce at a maximum five gallons per hour of distilled water. The heating is automatic, the water supply is automatic, and the whole outfit is to pass standard boiler inspection.

I am ordering this for the New York Garage as a place where we may give the thing a thorough practical trial.

H. C. EGLEBROOM

Thos A. Edison
Chief Engineer
Orange, N.J.

Substitute
450.00
What do you say?

OK for our Garage in N.Y.
but we do not
for selling to our
customers

Lithium Hydrate

(COPY)

Nov. 28, 1923.

Mr. Egerton:

Lithium Hydrate is the most ticklish product in any of the Edison interests from the standpoint of insecurity of supply.

Outside of the Maywood Chemical there are no manufacturers of this product on anything like a commercial scale anywhere in the world?

Nobody else has lithium hydrate to any extent. We consume probably 90% of the world's production. There are no stocks distributed around the country available in case of emergency.

If anything happens to Maywood we are absolutely stuck.

Mr. Edison has taken some steps to protect this situation but he is not yet ready.

Not only do I think we should have a three months' supply always on hand but also I think this stock should be stored in two or more places.

At one time we had a rule not to let the stock drop below a certain number of pounds but I have forgotten the amount.

C.E.

P.S. Mr. Edison said he would see the Maywood people, so you had better see Mr. E. before doing anything about this.

CE

D
1924

Battery, Storage

THE THOMPSON & NORRIS COMPANY

CORRUGATED PAPER AND SHIPPING CASES

PRINCIPAL OFFICE & WORKS,
CONCORD & PRINCE STREETS
BROOKLYN, N.Y.

FACTORIES
BROOKLYN, N.Y.
BOSTON, MASS.
BROOKVILLE, IND.
PULP MILL
BOARD MILL
GORDON, GA.

FACTORIES
MONTREAL, QUE.
TORONTO, ONT.
LONDON, ENGLAND.
CABLE ADDRESS
"CORTEXA-BROOKLYN"

PR

Mr Edison
PS write & not.
E.

BROOKLYN, N.Y. Oct. 18th, 1924

Charles
Wales

Mr. Charles Edison,
Edison Storage Battery Co.,
Orange, N.J.

Dear Mr. Edison;-

I beg to acknowledge, with thanks, your letter of the 17th instant, enclosing first dividend check for the Edison Storage Battery Co. (2½% on the Common Capital Stock).

Please remember me kindly to your good parents and with best wishes, I remain

Yours very truly,

Linton Thompson

BATTERY - STORAGE

Bag

December 30, 1924

MR. T. A. EDISON:

I have your Traveler's Report signed by N. T. Jones and note your comment thereon.

The little Booklet referred to by the Traveler is the only Booklet or folder which I have permitted an Advertising Agent to get out. The other booklets and literature has practically all been written by myself.

The Advertising Agent wanted to have this booklet read- "For A Perfect Radio Christmas Use Edison Batteries." I made the point that Radio is not perfect or nothing is perfect. This booklet, as I see it, does not advocate Radio in any way. It does say "Edison Batteries for a better Radio Christmas." We know that one will get better service from any make of Radio by using Edison Batteries than he can from using lead or dry cells, since according to your Traveler's Report, Tubes and Batteries give 85% of the Radio trouble. Certainly one would have better service from his Radio Outfit if he eliminated battery trouble - that is why the booklet reads "For A Better Radio Christmas Use Edison Batteries."

We have not advocated the use of Radio in our advertising or our direct by mail literature. Copy of all the literature which we have sent out is attached hereto.

What we are trying to do is to sell Edison Batteries to the people why buy Radios', not through our recommendation but through their desire for Radio.

I appreciate the fact that Radio is in direct competition with the Phonograph and I would certainly be willing to retire from the Radio Battery business at once if I thought that our going after this business would in any way effect the sale of the Phonograph. I am interested not only in the Battery Company making money, but interested in the entire Industry making money.

I feel that it would have been better if the wording on this bulletin had been something like this- "For Better Service From Your Radio - Use Edison Storage Batteries", instead of "For A Better Radio Christmas Use Edison Batteries."

Of course you understand, before sending literature to any of your dealers the matter was taken up with you personally and you said "Go Ahead" and after I had gotten your authority to do this I got in touch with Mr. Farrier who gave us the names of the dealers which he wanted to material to go to.

G. E. SCHLINGFELLOW

GES:EHE

[ATTACHMENT]

Put on Desk

Mr. Edison:

The other two travelers - Dennis and Sullivan - have also said that, because the dealers received literature on the Edison Radio Batteries, they find it hard to talk down Radio. The dealers tell them it is inconvenient for one Edison dept to advertise Radio and another Edison dept to discourage it.

I have told the travelers to say that we do not believe that Radio compares with the Edison Phonograph in quality, but for those who have Radio sets, and who want better than

(over)

[ATTACHMENT]

The average service on batteries, we agree the Edison Battery is the thing.

Any additional "pointers" you can give me will be very much appreciated, as when talking with dealers on the phone, or in the office, I am sometimes asked, "Why is it, if the Edison Company don't advocate Radio, that they have come out with a Radio battery and asks us to take it on?"

MWH

[ATTACHMENT]

Execute in duplicate and forward both copies to Jobber, who will forward line copy to Orange and retain the other for his file.

TRAVELER'S DAILY REPORT

12-15-24
Date 19

Disc ☐
Disc and Amberola ☐ (Check proper classification)
Amberola ☐

Town _____ County _____ State _____
Dealer _____ Street Address _____
Kinds of "Talkers" Handled _____ No. of T. M. Dealers in Town _____
Condition of Principal Industries of Locality? _____
Attitude of Dealer toward Edison? _____

CANVASSING	Yes	No
Does Dealer Canvass?	☐	☐
Number of Canvassers? _____		
Full Time?	☐	☐
RADIO		
Does Dealer Handle?	☐	☐
Successfully?	☐	☐
How Many Radio Dealers in Town? _____		

	Yes	No
Are They Satisfied with Results?	☐	☐
ADVERTISING		
How Does Dealer Advertise?		
(a) Newspapers?	☐	☐
(b) Use Our Copy?	☐	☐
(c) Use Our Electro Service?	☐	☐
(d) Use Our Streamers?	☐	☐
(e) Use Record Hangers?	☐	☐

	Yes	No
(f) Use Our Window Displays?	☐	☐
(g) Does Jobber Mail Supplements?	☐	☐
(h) Does Dealer Mail Supplements?	☐	☐
(i) Is Edison Stock Prominently and Attractively Displayed?	☐	☐
(j) Other Forms of Advertising? _____		

DEALER'S STOCK

Model	Quant.	Model	Quant.	Model	Quant.	Model	Quant.	Amberolas	Quant.

Disc Records: White Label _____; Black Label _____; Amberol Records _____

REMARKS: Tell specifically what you did to help dealer; list complaints; special comments; etc.

I have always discouraged the dealer as far as possible, to keep away from Radio, and now our dealers have had circulars sent them by the Edison Co, at Orange, on A and B Batteries. These dealers have sent in the post card requesting prices etc. and they have received a pamphlet entitled, "For a Better Radio Christmas." Now they say, "Edison has started in Radio, then is he going to put out a set." The dealers all seem anxious to get the exclusive selling rights for the Batteries, even those who do not handle Radio at the present time want to put them in, and then it won't take much talking on the part of Radio Salesmen, or many inquiries for Radio, before they are stocked up. They argue that "Edison won't put out a Radio, either because he is not in favor of it, or is afraid it will hurt the sale of Phonographs, and till he comes out with a circular advocating a Better Radio Christmas."

You can reach me
On _____ At _____
On _____ At _____

Traveler N. T. Jones
Jobber P.C. of M

No. 4752-10M-9-24

Edison Storage Battery Company
Battery Service Guaranty

Industrial Truck or Tractor Service

GUARANTY No._____
SALES ORDER No._____
No. OF CELLS_____TYPE _____
DATE OF ORIGINAL SHIPMENT
_____192____

TO_____

_____

1. **Guaranty.** We hereby guarantee to correct free of charge, f. o. b. our nearest Service Station, any defect in workmanship or material which may develop within a period of one year from the date of shipment by us of all the Type cells bearing serial numbers as per the list herein.

2. **Agreement.** As an assurance to you that the QUALITY and DURABILITY possessed by the Edison Storage Battery shall contribute to your benefit, we agree that if at any time within a period of TEN YEARS from the above date of original shipment, any of said cells shall, when tested under our supervision, be found incapable of delivering at least 80% of their rated capacity of ampere hours after a normal charge, we will replace them with new cells having 100% of rated capacity at a charge to you for each cell equal to the list price thereof at the date of replacement by us, less an allowance, as hereinafter provided, for each cell replaced and returned to us, equal to the percentage of the list price thereof at the date of replacement set opposite the period during which the benefit of this replacement is claimed in the following schedule:

Period during which benefit of replacement is claimed	Percentage of list price allowance
First year	100 per cent.
First six months of second year	75 per cent.
Second six months of second year	65 per cent.
First six months of third year	55 per cent.
Second six months of third year	50 per cent.
First six months of fourth year	45 per cent.
Second six months of fourth year	40 per cent.
First six months of fifth year	35 per cent.
Second six months of fifth year	30 per cent.
Sixth year	28 per cent.
Seventh year and 1st 6 months in 8th year	26 per cent.
Second 6 months in 8th year and 9th and 10th years	25 per cent.

3. All cells furnished to replace others hereunder will likewise be covered by this guaranty and agreement, subject to all the conditions herein contained, their replacement allowance being based upon the date of their shipment by us to you in accordance with the foregoing schedule; provided however, that this agreement and guaranty and our responsibility hereunder shall not extend beyond the expiration of ten years from the date of shipment by us of the original battery of cells covered hereby. However, if at the time of any replacement of cells hereunder, we shall be then offering to customers for the same class of service

on last month of 10th year a new battery goes in do work worn and

Data relating to vehicle in which the battery hereby guaranteed is to be exclusively used:

Name of Manufacturer _____

Type of Vehicle _____

Manufacturer's Vehicle No. _____

LIST OF BATTERY CELL NUMBERS

as that covered by this agreement, the same or a more favorable guaranty or service agreement, you shall have the option, upon notice to us in writing, of electing that we give you with the new cells a new guaranty and agreement such as we may then be offering, to apply to said new replacement cells, in lieu of this guaranty and agreement.

4. All cells supplied hereunder shall be delivered by us f. o. b. Orange, New Jersey, terms; Net 30 days, 2% discount for cash within 10 days from date of invoice. We reserve the right to require payment in cash of the full invoice value of all cells supplied hereunder before replacing any cells hereunder unless your credit with us is satisfactorily established at the time of such replacement.

5. All cells replaced by us hereunder shall become our property, and shall be delivered to us f. o. b. Orange, New Jersey; and shall be shipped to us with transportation charges prepaid, within thirty days after arrival of the replacement cells supplied hereunder. In case of your failure to ship us in the manner and within the period hereinbefore agreed upon any of the cells replaced hereunder, we shall at any time thereafter have the right to bill you for such cells not shipped as aforesaid at the amount of the allowance made therefor, and you will accept and pay such bill within thirty days from the date thereof.

6. If, at the time of any replacement hereunder, we are required to pay any Federal, State, County, Municipal or other tax on account of such replacement, we shall have the right to add the amount of such tax to the charge made you for such replacement.

7. This guaranty and agreement is subject to the following conditions:

A. That all said cells be installed and used only in connection with apparatus approved by us and which is maintained in reasonably good repair.

B. That you use only electrolyte manufactured by us, flushing with distilled water, keeping the electrolyte at all times above the tops of the plates and at a temperature below 115° Fahrenheit.

C. That our authorized Service Men and Agents have access to said cells for test or inspection at all reasonable times.

D. That all of said cells be used only for the purpose for which same are furnished to you, and used only within the limits of the United States (which for this purpose shall be considered not to include its insular possessions, or the Panama Canal Zone), Alaska, and the Dominion of Canada.

8. This guaranty and agreement applies only to the above cells sold to you and is assignable or transferable only with our written consent.

9. Furthermore, this guaranty and agreement shall not be binding upon us with respect to any cell lost or destroyed, or with respect to any cell damaged or injured through or by misuse, abuse, fire, wreck, collision, accident or other cause foreign to the service for which it is intended.

10. This guaranty and agreement is subject to the conditions that we shall not be liable for any delay in replacing any cells hereunder due to any strike, fire, flood, war or any unavoidable cause, or due to inability to obtain, or delay in obtaining, material; nor for any other delay unless caused by our failure to use reasonable diligence in supplying cells for such replacements.

Orange, N. J.

EDISON STORAGE BATTERY COMPANY

By_____
Vice-President and General Manager.

Accepted

_____

By _____

EDISON STORAGE BATTERY CO.

BATTERY SERVICE GUARANTY

Edison Storage Battery Company Records
Corporate Documentation (1901-1924)

This folder contains agreements, minutes, certificates, and other official documents pertaining to the formation and activities of ESBCo. There are also draft versions of official agreements, which Edison helped to prepare. Included are items relating to the organization of the company in 1901, to increases in its capitalization in 1910 and 1917, to mortgages obtained, and to sales agreements executed with the Lansden Co., F. J. Lisman & Co., and others. Some of the documents concern agreements that ESBCo signed in 1912 with the General Vehicle Co. and the Hartford Electric Light Co. for supplying, charging, and maintaining storage batteries in electric vehicles. Also included are meeting announcements with marginal notations by Edison; minutes of individual meetings; three addresses delivered at stockholders' meetings; and a 1919 filing for the Internal Revenue Service regarding the assets and liabilities of ESBCo and the valuation of Edison's patents. Related material can be found in the Harry F. Miller and Richard W. Kellow Files (Legal Series).

Approximately 80 percent of the documents have been selected. The unselected material consists of documentation regarding the Edison Storage Battery Supply Co.; duplicate copies of agreements; drafts of agreements that were not executed; patent assignments; routine meeting announcements; and items that duplicate information in selected material.

LEASE

THOMAS A. EDISON

TO

EDISON STORAGE BATTERY COMPANY

DATED JUNE 29, 1901

HOWARD W. HAYES,
COUNSELLOR AT LAW,
765 BROAD STREET,
NEWARK, N.J.

ROOM 201 PROSPECTUS BLDG.
765 BROAD STREET.

DRIVER BROS., LAW BLANK PUBLISHERS, 112 BROAD ST., NEWARK, N. J.

THIS INDENTURE made this twenty-ninth day of June, 1901, between -

THOMAS A. EDISON,

of the Township of West Orange, in the County of Essex, and State of New Jersey, of the first part, and -

EDISON STORAGE BATTERY COMPANY

a corporation organized under the laws of the State of New Jersey and located in said Township of West Orange, of the second part, WITNESSETH:

That the said party of the first part for, and in consideration of the rents, covenants and agreements hereinafter mentioned, reserved and contained, on the part and behalf of the party of the second part and its successors, to be paid, kept, and performed, has leased and demised and to farm let, and by these presents doth lease, demise and to farm let, unto the said party of the second part and its successors and assigns all those two certain tracts of land and premises hereinafter particularly described, situate, lying and being in the Township of Bloomfield, in the County of Essex and State of New Jersey.

THE FIRST TRACT: Beginning at a point in the Northwesterly line of Belmont Avenue, eight hundred and forty-three feet northeasterly from Bloomfield Avenue; thence running northeasterly along the northwesterly line of Belmont Avenue one hundred and nine feet; thence northwesterly at right angles to Belmont Avenue two hundred and seventy feet; thence southwesterly parallel to Belmont Avenue one hundred and nine feet; thence southeasterly at right angles to Belmont Avenue two hundred and seventy feet to the northwesterly

line of Belmont Avenue and place of Beginning.

THE SECOND TRACT: Beginning at a point in the northwesterly line of Belmont Avenue eleven hundred and forty feet northeasterly from Bloomfield Avenue; thence running Northeasterly along the northwesterly line of Belmont Avenue two hundred and fifty feet; thence Northwesterly at right angles to Belmont Avenue three hundred and fifty feet; thence southwesterly parallel with Belmont Avenue two hundred and fifty feet; thence southeasterly at right angles to Belmont Avenue three hundred and fifty feet to the northwesterly line of Belmont Avenue and place of Beginning.

Together with the appurtenances and the building now erected on the said first tract; to have and to hold the said above mentioned and described premises with the appurtenances unto the said party of the second part, its successors and assigns from the twenty-ninth day of June, in the year Nineteen hundred and One, for and during and until the full end and term of five years then next ensuing, and fully to be completed and ended, yielding and paying therefor unto the said party of the first part, his heirs or assigns, yearly and every year during the said term hereby granted, the yearly rent or sum of-

FIVE HUNDRED DOLLARS

lawful money of the United States of America in equal quarter yearly payments in advance, to wit: on the first days of July, October, January and April in each and every year during the said term,; provided always, nevertheless, that if the yearly rent above reserved, or any part thereof, shall be behind or unpaid, on any day of payment whereon the same ought to be paid, as aforesaid; or if default shall be made in any of the covenants herein contained on the part and behalf of the said party of the second part, its successors, to be paid,

kept and performed, then and from thenceforth it shall and may be lawful for the said party of the first part, his heirs or assigns, into and upon the said demised premises, and every part thereof, wholly to re-enter, and the same to have again, repossess and enjoy, as in his or their first and former estate, anything hereinbefore contained to the contrary thereof in any wise notwithstanding.

And the said party of the second part, for itself and its successors, doth covenant and agree, to and with the said party of the first part, his heirs and assigns, by these presents, that the said party of the second part, its successors or assigns, shall and will, yearly and every year, during the term hereby granted, well and truly pay, or cause to be paid, unto the said party of the first part, his heirs or assigns, the said yearly rent of-

FIVE HUNDRED DOLLARS

above reserved, on the days, and in the manner, limited and prescribed, as aforesaid, for the payment thereof, without any deduction, fraud or delay, according to the true intent and meaning of these presents; and that the said party of the second part, its successors or assigns, shall and will, at their own proper costs and charges, bear, pay and discharge all such taxes, duties and assessments whatsoever, as shall or may, during the said term hereby granted, be charged, assessed or imposed upon the said described premises; and that on the last day of the said term, or other sooner determination of the estate hereby granted, the said party of the second part, its successors or assigns, shall and will peaceably and quietly leave, surrender and yield up, unto the said party of the first part, his heirs or assigns, all and singular the said demised premises. And the said party of the first part, for himself, his heirs and assigns, doth covenant and agree, by

these presents, that the said party of the second part, its successors or assigns, paying the said yearly rent above reserved, and performing the covenants and agreements aforesaid, on its and their part, the said party of the second part, its successors and assigns, shall and may at all times during the said term hereby granted, peaceably and quietly have, hold and enjoy the said demised premises, without any let, suit, trouble or hindrance, of or from the said party of the first part, his heirs or assigns, or any other person or persons whomsoever, and may at the expiration of said term remove from said demised premises, all buildings and other structures erected by the said party of the second part upon said premises during the said term.

IN WITNESS WHEREOF the said party of the first part has hereunto set his hand and seal and the party of the second part has caused these presents to be signed by its President and its corporate seal to be hereto affixed, in duplicate, the day and year first aforesaid.

Signed, sealed and delivered :

in the presence of :

Attest
J. R. Randolph
Secretary

EDISON STORAGE BATTERY CO.,
~~Thomas A. Edison~~
President

Thomas A. Edison

W. Mallory

ESBCo.

RECEIVED from F. W. Whitridge, twenty thousand dollars ($20,000), in part payment of ~~the~~ a subscription of $200,000 to the bonds of the Edison Storage Battery Company. The terms of said subscription are not yet definitely settled with all the subscribers, but it is understood that in any event there shall be a bonus of fifty per cent (50%) of the amount of subscription, paid to the subscriber in the stock of the Edison Company at par, either when the entire amount of the subscription shall have been paid, or in any event at the end of three (3) years.

Dated, July 1st 1901.

Edison Storage Battery Co
By T. E. Quick

MEMORANDUM OF AGREEMENT, made between the Edison Storage Battery Company, a corporation organized under the laws of the State of New Jersey, party of the first part, and the several subscribers, whose names are hereunto annexed, parties of the second part and Thomas A. Edison, party of the third part.

WHEREAS, the party of the first part desires to borrow the sum of Five hundred thousand Dollars ($500,000.), to be secured by its mortgage bonds, and whereas the parties of the second part are willing to loan the said sum of Five hundred thousand Dollars ($500,000.).

NOW THIS AGREEMENT WITNESSETH: in consideration of the mutual covenants and agreements herein contained as follows:-

FIRST: The party of the first part agrees to deliver to the subscribers hereto the several amounts of its bonds set opposite their respective names,(as and when the subscriptions thereto shall be called and paid),said bonds to be secured by the first mortgage upon its plant and business and bearing interest at the rate of Six per cent (6%), the same to run fifteen years subject to rights of redemption as provided in said mortgage; and the mortgage securing the same shall provide that before any dividends shall be paid upon the stock of the Company during any fiscal year, Four per cent (4%) of the then outstanding bonds shall be paid or the sum necessary to pay the same set aside out of such

fiscal year's earnings.

SECOND: The subscribers hereto agree to take the several amounts of bonds set opposite their respective names upon the following terms and conditions:-

A.- The Company shall have the right to call as and when it may desire for the payment of any part of the amount subscribed. Such instalments to be called upon twenty days notice.

B.- Upon payment of each instalment the Company shall issue to the subscribers bonds for the amount of such call. The Company shall give to each subscriber upon the payment of the first instalment a certificate of stock in the name of the said subscriber to the amount of Fifty per cent (50%) of the amount of the principal sum subscribed for by him, which said certificate of stock shall be endorsed for transfer by said subscriber and deposited with the Treasurer of said Company, in escrow, and shall be redelivered to said subscriber three years from the date hereof, or upon the calling and paying of One hundred per cent (100%) of his said subscription, if such call of One hundred per cent (100%) shall be made in less than three years from this date; provided such subscriber shall have complied with the terms of this agreement and shall make payment of the instalments as provided therein, if such instalments are not paid the whole or any part of the said stock may be forfeited by the Company. Said certificates of stock being part of the stock to be deposited with the Treasurer of said Company by Thomas A. Edison, as hereinafter provided. The re-delivery of the certificates to each subscriber shall be made as aforesaid irrespective of whether or not the entire amount subscribed shall be called within a period of three years from the date

hereof.

C.- Any portion of said subscriptions which shall not be called for by the Company within a period of three years from the date hereof, shall be cancelled and all liabilities of the subscribers thereunder shall cease and terminate.

THIRD: Thomas A. Edison agrees to deposit with the Treasurer of the said Edison Storage Battery Company certificates for the Two hundred and fifty thousand Dollars ($250,000.), of stock above mentioned endorsed for transfer to the said subscribers for the purposes hereinabove set forth, and, in addition thereto, stock of the said Company, of thepar value of Seven hundred thousand Dollars ($700,000.), owned by him; reserving to himself the voting power on all of said stock until the entire amount of the subscriptions hereto, which shall have been called, are paid. At such time or at three years from the date hereof, if at that time the entire amount of the said subscriptions shall not have been called, the said Treasurer shall re-deliver to Thomas A. Edison the said certificates of stock of the par value of Seven hundred thousand Dollars ($700,000.).

FOURTH: During the period contemplated by this agreement, all dividends, if any, shall be paid to the parties in whose names the stock shall be registered,provided however, that any party of the second part who shall be in default, or who shall fail to comply with the terms of this

agreement, shall not be entitled to receive any dividend upon any of said stock which may be standing in his name.

The provisions of this agreement shall extend to and bind the personal representatives, successors and assigns of the respective parties hereto.

Orange, N.J., July 11th, 1901.

EDISON STORAGE BATTERY CO.
Thomas A. Edison,
President.

Attest:
J.F. Randolph,
Secretary.

Thomas A. Edison.

F.W. Whitridge, Atty.	$200,000.
F.S. Witherbee	5,000.
W.S.Pilling	50,000.
Thomas A. Edison	50,000.
Walter S. Mallory	10,000.
Wm. H. Shelmerdine	50,000.
Theron I. Crane	50,000.
Henry P. Brown	10,000.
James Gayley	25,000.
C.M. Schwab	25,000.
James Gaunt	5,000.
J. Wesley Allison	15,000.
Rich. N. Dyer	5,000.

ESB

Upon payment of each installment called by the Co. bonds at par shall be given for to the amount paid ~~— and an agreement to that~~ The Co shall at the same time give to the holders of the bonds an agreement that it will within 3 years from the date of this agreement that the subscriber shall be entitled to 50% of the amount of the bonds then issued to him in ~~the~~ stock of the Co which stock is to be issued to said subscriber in any event within three years from the date of his ~~principle~~ original subscription ~~[illegible]~~

In case ~~the entire amount~~ ~~of~~ subscribed ~~is not~~ called by the ~~Co~~ within

~~[illegible]~~

In case the entire amount subscribed is not called within 3 years then, stock shall be issued to the holders of the bonds ~~issued~~ outstanding according to ~~the~~ clause B

AN INDENTURE made this day of , 1901 between EDISON STORAGE BATTERY COMPANY, a corporation organized under the laws of the State of New Jersey and having its principal office at West Orange, in the County of Essex in said state, of the first part; and FIDELITY TRUST COMPANY, a corporation organized under the laws of the State of New Jersey, having its principal office in the City of Newark, in the State of New Jersey, Trustee, of the second part:

WHEREAS, the party of the first part proposed to borrow the sum of $500,000 for the purpose of erecting, establishing and installing a manufacturing plant and exploiting its business and to secure the payment of said sum of $500,000, has determined to issue its bonds to the amount of $500,000, being 500 bonds of the denomination of $1,000 each, numbered from 1 to 500, both inclusive.

And Whereas, the directors of the party of the first part have by resolution, duly passed, authorized the execution of this mortgage and of the bonds hereinafter referred to for the purpose aforesaid to the amount of $500,000, of the numbers and denomination above mentioned; which said bonds, with the coupons and certificate of Trustee attached are all substantially in the following form:

(Form of Bond)

United States of America

No....., State of New Jersey Amount $1,000.

Edison Storage Battery Company.

First Mortgage six per cent Gold Bond.

Know all Men by these Presents, That Edison Storage Battery Company, a corporation organized under the laws of the State of New Jersey, in consideration of the sum of one thousand

dollars received by it, acknowledges itself to be indebted to the bearer, or, if registered, to the registered holder hereof, in the sum of $1,000, which sum it promises to pay to the lawful holder hereof in Gold Coin of the United States of America of the 1901 standard of weight and fineness at the office of Edison Storage Battery Company at West Orange aforesaid on the first day of July 1916, (or sooner as hereinafter provided) with interest thereon at the rate of six per cent per annum, payable in like gold coin at said office on the first day of January and July in each and every year on the presentation and surrender of the annexed coupons as they severally mature. And in case of two successive defaults or of two coexistent continuing defaults, although not successive, in the payment of the half yearly instalments of interest which shall have become payable, and which shall have been demanded by presentation of said coupons at said office, the principal of this bond shall become due in the manner and with the effect and subject to the conditions provided in the mortgage securing the payment of the same hereinafter mentioned.

The principal and interest of this bond are payable without any deduction for National, State, County or Municipal taxes, as in said mortgage provided.

This bond is one of a series of bonds of like date, tenor and effect aggregating $500,000, numbered consecutively from 1 to 500, both inclusive, issued by the said Edison Storage Battery Company. The payment of each and all of said bonds so issued is equally secured without preference, priority or distinction as to the lien or otherwise of one bond over another, except as in the hereinafter mentioned mortgage provided, by a mortgage bearing even date herewith executed by the said Edison Storage Battery Company to Fidelity Trust Company as Trustee,

and conveying to it as Trustee all the property, assets and good-will of the said Edison Storage Battery Company owned or possessed by it at the date of said mortgage, and which it may thereafter acquire, as is more particularly described and set forth in said mortgage.

This bond, until registered, shall pass by delivery. It may, as to principal, be registered in the books of the said Edison Storage Battery Company to be kept at its office in West Orange aforesaid; and if so registered, will thereafter be transferable only upon the books of the said Edison Storage Battery Company by the owner in person or by attorney, unless the last preceeding transfer shall have been to bearer, and the transfer by delivery thereby restored; and it shall be susceptible of successive registrations and transfers to bearer, at the option of the holders, but such registration shall not affect the negotiability of the annexed coupons.

This bond is subject to redemption at the sum of $1,100 and interest as provided in said mortgage. It shall not be valid until it shall have been authenticated by a certificate, hereto annexed, duly signed by the Trustee under the said mortgage.

In Witness Whereof the said Edison Storage Battery Company has caused these presents to be signed by its President, and its corporate seal, duly attested by its Secretary to be hereto affixed, and has hereunto affixed coupons, with the name of its Treasurer engraved thereon, and has caused these presents to be dated the first day of 19 all at West Orange aforesaid.

.....President.

.....Secretary.

(L.S.)

(Coupon)

On the first day of January, 19 Edison Storage Battery Company will pay to the bearer, at its office in West Orange, New Jersey, thirty dollars in gold coin of the United States of the 1901 standard of weight and fineness, being six months interest on its First mortgage gold bond No..... on the presentation and surrender of this coupon.

$30.00 .....Treasurer.

(Trustee's Certificate)

Fidelity Trust Company hereby certifies that the within bond is one of the series therein described, and that the same is issued pursuant to the provisions of the mortgage therein mentioned.

FIDELITY TRUST CO.

By.....2nd Vice President.

NOW, THEREFORE, THIS INDENTURE WITNESSETH that the said party of the first part, for the better securing the payment of the principal and interest of said bonds, according to the true intent and meaning thereof, and for and in consideration of the premises, and of the sum of one dollar to it in hand paid by the party of the second part, the receipt whereof is hereby acknowledged, hath granted, bargained, sold, aliened, enfeoffed, conveyed and confirmed, and by these presents doth grant, bargain, sell, alien, enfeoff, convey and confirm unto the said party of the second part, as Trustee as aforesaid, and its successors, all the following described property, viz:

First: All that tract or parcel of land and premises, hereinafter particularly described, situate, lying and being in the Borough of Glenridge in the County of Essex and State of New Jersey.

BEGINNING in the north-easterly line of Bloomfield

Avenue at the easterly corner of property now or formerly of Mrs. M. Benson, which corner is also distant in said line of Bloomfield Avenue, three hundred and ninety one and sixty four one hundredths feet more or less westerly from the centre line of Herman Street; thence running along Bloomfield Avenue south twenty three degrees, thirty two minutes east, one hundred and sixty nine and sixty hundredths feet; thence north forty five degrees, twenty seven and one half minutes east, five hundred and forty and thirty five one hundredths feet more or less to the southerly line of Belleville Avenue; thence along the same the different courses thereof one hundred and thirty seven feet or more to the north-easterly corner of said Benson's land; thence along the same south forty eight degrees, five minutes west, four hundred and seventy two feet more or less to Bloomfield Avenue and place of BEGINNING.

Being the same premises conveyed to the party of the first part by Thomas A. Edison and wife by their deed dated July 11th, 1901, and recorded in the Register's Office of the County of Essex in book N-34 of Deeds for said County on pages 460 et seq.

Second: All the buildings and works now or hereafter thereon erected, and the machinery now or hereafter placed therein; also all machinery, tools, patterns, apparatus and implements of every kind used by the party of the first part in its business, and office furniture and fixtures; also all patents and patent rights now owned or hereafter to be acquired by party of the first part, including the inventions described in the following application for letters of the United States made by Thomas A. Edison.

(a) Letters Patent of the United States for improvement in reversible galvanic batteries, No. 678,722, granted on the 16th day of July 1901, to Thomas A. Edison.

(b) Application for Improvement in Reversible Galvanic Batteries, filed October 31, 1900, under Serial No. 34,994.

(c) Application for Improvement in Reversible Galvanic Batteries, filed October 31, 1900, under Serial No. 34,995.

(d) Application for Improvement in Reversible Galvanic Batteries, filed January 5, 1901, under Serial No. 42,514.

(e) Application for Improvement in Reversible Galvanic Batteries, filed March 1, 1901, under Serial No. 49,462.

(f) Application for Improvement in Reversible Galvanic Batteries, filed March 5, 1901, under Serial No. 49,934.

(g) Application for Improvement in Reversible Galvanic Batteries, filed March 5, 1901, under Serial No. 49,935.

(h) Application for Improvement in Depolarizers for Reversible Galvanic Batteries, filed May 9, 1901, under Serial No. 59,512.

(i) Application for Improvement in Electrodes for Galvanic Batteries, filed May 17, 1901, under Serial No. 60,661.

(j) Application for Improvement in Reversible Galvanic Batteries, filed June 20, 1901, under Serial No. 65,285.

(k) Application for Improvement in Reversible Galvanic Batteries, filed June 20, 1901, under Serial No. 65,286.

(l) Application for Improvement in Reversible Galvanic Batteries, filed June 20, 1901, under Serial No. 65,287.

(m) Application for Improvement in Reversible Galvanic Batteries, filed June 20, 1901, under Serial No. 65,288.

and the rights of the United States to all improvements made by Thomas A. Edison during the period of five years from the first day of February, 1901, upon the devices described in said applications, and on the manufacturing processes connected with the same, and the good will of the business of the party of the first part and all the property and property rights acquired

or to be acquired by the party of the first part; excepting however all machinery, tools, apparatus and manufactured stock sold in the ordinary course of business, and all earnings, profits and income lawfully used for the payment of dividends to stock holders or for the creation of a surplus.

To have and to hold all and singular the above granted and described premises and property real and personal, with the appurtenances thereto belonging unto the said party of the second part and its successors to the only proper use, benefit and behoof of the said party of the second part and its successors forever.

In trust, nevertheless, for the security of the person or persons who shall at any time be or become, the purchasers or owners of the said bonds or any part thereof.

Provided, however, if the said party of the first part, its successors or assigns, shall well and truly pay, or cause to be paid, the several sums of money in the several bonds hereinbefore mentioned, with the interest, according to the true intent and meaning of the said bonds, and each of them and of this mortgage; or, if the said bonds and the interest thereon shall become in any way fully paid or satisfied; or, if the said party of the first part, its successors or assigns, shall well and truly perform and observe all and singular the covenants, promises and conditions in the said bonds and coupons and in this indenture expressed to be kept and performed and observed by or on the part of the party of the first part; then these presents and the estates and rights hereby granted shall cease, determine and be void; otherwise these presents shall be and remain in full force.

And it is hereby further expressly understood, covenanted and agreed that at any time not less than forty days before the date when any coupons of the bonds hereby secured are payable

the party of the first part may elect to retire such bonds to an amount to be determined by the party of the first part, by a resolution of its Board of Directors, and that upon the passage of such resolution the party of the second part upon receiving a duly certified copy thereof not less than five days after its passage, shall forthwith draw by lot the serial numbers of so many of the said bonds secured by this mortgage as are determined to be retired as aforesaid, and that the principal of such bonds so drawn shall become due and payable on the said next day when said coupons are payable, in the same manner as if such bonds had matured according to the conditions thereof, and that on the presentation and surrender of said bonds, and all coupons thereof coming due after said day, at the office of the party of the first part in West Orange aforesaid, the principal of said bonds, together with ten per cent thereon additional as a premium for advanced payment, shall be paid to the lawful holder thereof; if any of the coupons of said bond thereafter falling due shall not be presented and surrendered with said bond, the amount of said coupon, less a rebate of interest at six per cent per annum shall be deducted from the amount payable on said bond. When the numbers of the said bonds shall have been drawn as aforesaid the party of the first part shall within five days thereafter send notice thereof by mail to the post office addresses of the holders of said bonds, if the same can be ascertained, and advertise for two weeks in at least one daily newspaper published in New York City, in Philadelphia, Pennsylvania and in Orange, New Jersey respectively the several numbers of the said bonds so to be retired, and the time and place where they will be paid. If any of the said bonds so drawn shall not be presented for payment at the place and on the day when the same are made payable as aforesaid, the party of the first part may deposit the amount hereby agreed to be paid on said bonds with

the party of the second part in trust for the lawful owner of such bonds, and such deposit shall be deemed to be a full performance of this covenant so far as said bonds are concerned, and a payment and satisfaction thereon, and the party of the first part shall be released and discharged from any further liability on account of said bonds and the coupons thereof thereafter to become due.

And it is further agreed that if any bond or coupon shall not be presented for payment at the office of the party of the first part in West Orange aforesaid and surrendered on the day that the same shall become due, either by its terms or on account of such drawing as aforesaid, the party of the first part may deposit with the party of the second part the amount due on said bond or coupon in trust for the lawful owner thereof, and such deposit shall be deemed to be a full payment and satisfaction of said bond or coupon within the true intent and meaning of this mortgage.

And it is hereby further expressly understood, covenanted and agreed, that the further trusts, uses, purposes, conditions and covenants for and upon which the property, real and personal, and rights hereinabove described are conveyed to, and are to be held by, the party of the second part, are as follows:

NUMBER ONE (1). So long as no default shall be made in the payment of the principal or interest, or any part thereof, payable upon the bonds hereby secured, as the same shall respectively become due and payable, or in the performance of the covenants herein contained to be performed by the party of the first part, the said party of the first part shall be suffered and permitted by the party of the second part to remain in full possession, enjoyment and control of all the property, real and personal, herein expressed to be hereby mortgaged, and shall be permitted to manage the same and receive the issue and pro-

fits thereof, with the right at all times, as the proper management of the business of the party of the first part may require, to alter, change, add to, repair, remove and replace the machinery, apparatus, fixtures and other appurtenances to the works and plants constructed or owned, or which shall be constructed or owned, by the party of the first part, and conveyed or intended to be conveyed hereby to the party of the second part, provided that the security of said bonds shall not thereby be in anywise reduced or impaired.

And the party of the first part shall have the further right at all times to convey or exchange, free from the incumbrances and trusts hereof, all or any of the real estate now held or hereafter acquired by the party of the first part, which shall no longer be either useful or necessary in the proper and judicious management and maintenance of the business of the party of the first part or of the property hereby conveyed, but in no case shall any sale or other disposition of such real estate be made without the express assent, in writing, of the party of the second part, and it is hereby expressly authorized to release from the operation and effect of this mortgage any property so sold or exchanged, whether the consideration of such sale be wholly cash, or partly cash and partly secured by mortgage on the premises sold. But the property taken in exchange, if such there be, shall forthwith become and be liable under this mortgage as if the same had been originally included herein, and the net proceeds of real estate so released (if sold) shall be applied by the party of the first part, in good faith, to the betterment or extension of the plants owned or controlled by it.

NUMBER TWO (2). That the party of the first part its successors and assigns, shall and will, on demand, in writing, of the party of the second part, at any time, make, do, execute,

acknowledge and deliver all such further acts, deeds and assurances in the law as may be reasonably advised or required of it for effectuating the intention of these presents and for the better assuring and confirming unto the party of the second part and its successors upon the trusts and for the purposes herein expressed, all and singularly, the property, appurtenances and rights hereby mortgaged, whether now owned or possessed or hereafter acquired by said party of the first part, its successors and assigns.

WHEREAS THERE (5).That the party of the first part shall not apply for or claim any deduction by reason of this mortgage from the taxable value of the lands and real estate embraced in this mortgage, and that, until the bonds hereby secured be fully paid and satisfied, the party of the first part shall and will, from time to time, as the same shall become due and payable, pay, or cause to be paid, to the person or persons authorized to collect and receive the same, all taxes, assessments and other impositions which may, at any time hereafter, be lawfully assessed, levied, imposed or charged upon the said lands and premises and property, or any part thereof, payable by them respectively, or upon the party of the first part in respect thereof, and shall and will pay the principal and interest on the bonds secured by this mortgage without deduction for any tax or taxes that may be hereafter imposed thereon or on this mortgage by the laws of the State of New Jersey for state or municipal purposes, or by the laws of the United States for national purposes, which the said party of the first part may be required by the laws of said State or of the United States to retain therefrom; and shall and will, when thereunto requested, provide and show to the party of the second part proper receipts and vouchers therefor; and that it will not suffer any judgment, lien or execution to remain outstanding upon, or

to be levied upon, any of its property, whereby the lien hereof might or could be impaired, or in any manner render itself liable to any suit or proceedings for dissolution, or proceedings in bankruptcy or insolvency. The party of the first part shall and will, also, and at all times, so long as any of the bonds hereby secured are outstanding and unpaid, keep the buildings, machinery and appurtenances, and all perishable personal property, hereby mortgaged or intended so to be, fully insured in and by responsible insurance companies, against loss or damage by fire, explosion or by the elements, and pay all premiums upon the insurance policies; all losses, if any, under any such policies of insurance, to be payable to the party of the second part hereunder for the benefit of the several holders of the bonds hereby secured, and may be used by or with the consent of said party of the second part in repairing or replacing the property so damaged or destroyed, or expended for the betterment of the plants.

NUMBER FOUR (4). If the party of the first part, its successors or assigns, shall at any time hereafter make default or refuse or neglect or omit, for three months after the same shall fall due and be demanded, to pay any half yearly instalment of interest payable upon the bonds, or any of them, intended to be hereby secured, or shall make default, or refuse, neglect or omit, for three months after the same shall fall due and be demanded, to pay the principal sum of each and all of said bonds, or shall fail to pay within three months after the same shall become legally due and payable by it all taxes, rates, levies, assessments and liens above mentioned, or shall claim or apply for any deduction from the taxable value of the lands and premises or personal property embraced in this mortgage, or any part thereof, then, and in either such case, the party of the second part, personally or by its attorney or

attorneys, agent or agents, may forthwith enter into and upon and take possession and control of all and singular the properties, rights and premises herein expressed to be hereby mortgaged, with all the records, books, papers and accounts of the party of the first part and each and every part thereof, and exclude the said party of the first part and its agents wholly therefrom, and have, hold and use the same, operating by its superintendents, managers, agents, receivers, servants, or other agents or attorneys, the said manufacturing plant and business, and conducting the business and operations thereof, and making from time to time all repairs and replacements and such useful additions, alterations and improvements thereto and thereof as to the party of the second part may seem judicious, and collect and receive all earnings, profits, revenues and income of the same and every part thereof, and, after deducting the expense of operating the said works and conducting said business, and all the said repairs, replacements, additions, alterations and improvements, and all payments which may be made for taxes and assessments, charges and other liens prior to the lien of these presents upon the said lands, property or premises, or any part thereof, as well as a just compensation to the party of the second part, its agents, attorneys and counsel, shall apply the remainder of the moneys so received by them as follows: In case the principal moneys secured by such bonds shall not have become due to the payment of the interest remaining in default in the order of the maturity of the instalments of such interest; in case the said principal moneys or any of them shall have become due, to the payment of the principal and accrued interest upon such bonds, the principal moneys of which shall have become due, pro rata, without any preference or priority whatever.

NUMBER FIVE (5) In case two successive defaults shall

be made in the payment of any instalment of interest upon the bonds secured hereby, or any of them, or if two defaults, although not successive, in such payments shall exist at the same time, either by the party of the first part or by the party of the second part, in possession under the provisions of the last preceding paragraph, or in case the party of the first part shall claim or apply for any deduction from the taxable value of the lands and premises or personal property embraced in this mortgage, or any part thereof, or in case the party of the first part shall make default in the performance of any of the other provisions of these presents, then, and in such case, if the holders of one-third in value of the outstanding bonds hereby secured shall so elect, in writing, the whole principal of all the bonds hereby secured shall thereupon be declared by the party of the second part to be, and shall immediately become due and payable, and it shall be the duty of the party of the second part, upon request in writing, signed by the holders of one-third in value of said bonds then outstanding, and upon being indemnified to its satisfaction, to institute proper proceedings at law or in equity to enforce the lien hereby created, and cause the said property to be taken in execution and sold under proper process for the payment of the debt, principal and interest hereby secured, or the party of the second part may, upon the like request and indemnity, enter upon and take possession of all of said property, real and personal, rights and good will herein expressed to be hereby mortgaged, and proceed to sell the same, or so much thereof as may be necessary, to the highest and best bidder at public sale at the Court House in the said City of Newark, first having given at least four weeks notice of the time, place and terms of such intended sale by publication of such notice once a week during said four weeks in at least one newspaper of

general circulation, published in each of the following cities, viz: in the City of New York and the City of Philadelphia, and upon such sale shall, by proper assurance in law, convey, transfer and deliver possession of the property, real and personal, rights and good will so sold, to the purchaser or purchasers, freed and discharged from the trusts hereby created; which sale or sales shall be a perpetual bar, both in law and in equity, against the party of the first part and its successors, and all persons and corporations lawfully claiming, or to claim, by, through, or under it; and upon the making of any such sale the party of the second part shall apply the proceeds of such sale or sales, as follows, to wit: First, to the payment of the costs and expenses of such sales, including a reasonable compensation to the party of the second part, its agents, attorneys and counsel, and all expenses, liabilities and advances made and incurred by the party of the second part in managing and maintaining the works, equipment and other property herein expressed to be mortgaged, and all taxes, assessments and liens prior to the lien of these presents; second, to the payment of the whole amount of principal and interest which shall then be owing or unpaid upon the said bonds, or any of them, whether the said principal be then due or yet to become due; and, in case of the insufficiency of such proceeds to pay in full the whole amount of principal and interest owing or unpaid upon the said bonds, they shall be paid ratably in proportion to the amounts owing and unpaid upon them respectively, without preference of one bond over any of the others; Third, to pay over the surplus, if any, on demand, to whomsoever may be lawfully entitled to receive the same by the judgment of some court of competent jurisdiction.

NUMBER SIX (6) It is hereby declared and agreed by and between the parties hereto that it shall be the duty of,

and it is hereby made obligatory upon, the party of the second part, on being requested so to do, in manner as hereinafter provided, by the holder or holders of one-third in value of the bonds at the time outstanding and on being indemnified to their satisfaction, to take all needful steps which may be requisite to protect the rights of the holders of bonds secured hereby.

The requests hereby provided for shall be by an instrument or concurrent instruments in writing, signed by such bond holder or bond holders, or by his or their attorney or attorneys in fact, duly authorized for that purpose, and upon such requests (accompanied by indemnity to the satisfaction of the party of the second part as aforesaid) the party of the second part shall proceed forthwith to enforce the rights of the party of the second part and of the bondholders under these presents, by sale or entry, or both, or by judicial proceedings, according to such requisitions; provided that in the meantime, and until such requisition by one-third of the bond holders shall have been made as above provided, the party of the second part shall have full power and authority to commence and prosecute such proceedings at law or in equity, from time to time, as they may deem necessary or proper for the due protection or enforcement of the rights of the bondholders or any of them under these presents.

NUMBER SEVEN (7). Upon a filing of a bill in equity, or other commencement of judicial proceedings to enforce the rights of the party of the second part and of the bondholders under these presents, the party of the second part shall be entitled to the appointment by any court of competent jurisdiction of a receiver or receivers of the property hereby mortgaged, and of the earnings, income, rents, issues and profits thereof, pending such proceedings, with such powers as the court making such appointment shall confer, (including the power to issue receiver's certificates, the lien of which shall be prior to the lien

of this mortgage).

NUMBER EIGHT (8) The party of the second part may, and upon the request of the party of the first part, and upon receiving all reimbursement and compensation to which it may be entitled, shall cancel and discharge the lien of these presents, and execute and deliver to the party of the first part such deeds of discharges as shall be requisite to discharge the lien hereof, and reconvey to or reveest in the party of the first part the estate and title hereby conveyed or intended to be whenever all the bonds and coupons secured hereby, which shall have been duly issued, shall be paid and cancelled or destroyed; which cancellation or destruction shall take place in the presence of representatives, duly appointed, on behalf of the party of the first part and of the party of the second part, and, upon receiving their certification of the fact, it shall be the duty of the party of the second part to discharge said lien of record. And if, at any time the party of the first part shall become the holder and owner of all said bonds and shall present the same to the party of the second part and request their cancellation and the discharge of the lien of these presents, the party of the second part, upon proper reimbursement and compensation as aforesaid, shall cancel or destroy the same in the manner above in this article provided, and shall discharge said lien of record.

NUMBER NINE (9) And it is hereby understood and agreed and this trust is accepted upon the express condition that the party of the second part shall not incur any liability or responsibility whatever in consequence of permitting or suffering the party of the first part to retain or be in possession of the estate and premises hereby mortgaged, or agreed or intended so to be, or any part thereof, and to use

and enjoy the same; nor shall the party of the second part be in any way responsible for the consequence of any breach on the part of the party of the first part, of any of the covenants herein contained, or of any act of said party of the first part or its agents or servants; nor shall the said Trustee be or become liable or responsible for any cause, matter or thing, except its own gross negligence or willful default in the trusts herein expressed and contained. The party of the second part shall be under no obligation or duty to perform any act hereunder or to defend any suit in respect hereof, unless indemnified to their satisfaction; nor shall the party of the second part be bound to recognize any person as a bondholder until his bonds are submitted to the party of the second part for inspection, if required, and his title satisfactorily established, if disputed; nor is the party of the second part to be responsible for any recital or statement of fact herein contained.

IN WITNESS WHEREOF, the said party of the first part and the party of the second part have caused these presents to be sealed with their respective corporate seals, and to be signed by their respective Presidents and attested by their respective Secretaries on the day and year first aforesaid.

Signed, sealed and deliv- :
ered in the presence of :

File 142

TO THE STOCKHOLDERS OF THE EDISON STORAGE BATTERY CO.

After the incorporation ~~of the company in May~~, 1901, considerable experimental work was required in connection with the development of the battery, so that actual commercial manufacture was not started until January, 1903, at the plant in Glen Ridge, which had been purchased for the purpose. Subsequently the Glen Ridge plant was shut down and a new up-to-date and very much larger factory was constructed at Orange. Some difficulty was experienced in connection with the cells which were put out, due to the fact that leaks developed in the cans, but this was overcome by providing the cans with welded seams. Actual commercial experience developed the fact that the Type "E" cells made at the Glen Ridge plant showed a loss of capacity due to the swelling of the pockets in the positive plates, and because of this trouble the Glen Ridge plant was shut down on November 1, 1904, at which time we were turning out about 200 cells per week. Up to the time of that shut-down we had manufactured the equivalent of 37,068 "E-18" cells and the equivalent of 18,980 "E-18" cells replacements. A replacement cell is one in which we use everything of the old cell except the positive plate, the customers returning the old cells to us. From November, 1904, until October, 1908, experiments have been continuously made, and the difficulty of the swelling of the pockets in the positive plates is believed to have been overcome by the use of cylindrical tubes instead of flat pockets. By this change I have every reason to believe that the life of the new cell will be from two to three times that of the old type "E" cell, while the average life of the "E" type cell in commercial vehicles operated by firms having a large number of vehicles in use has been from two to three years, depending on the care

the batteries have received. The manufacture of the new battery is being actively prosecuted and the outlook for the business is good, since there is undoubtedly an enormous field for storage batteries outside of trucks and vehicles--fields that may be added where the lead battery has failed completely, such as car-lighting, marine launches, submarine work, street cars and sparking batteries for gasolene engines.

At the present time we have over 260 commercial delivery wagons operated with Edison batteries of the old type and in every instance the user has obtained better results than could possibly have been secured from the lead cell. Some of the prominent users of the Edison batteries in New York City are the following:

Adams Express Co.	Geo. Ehret Brewery
United States Express Co.	New York Telephone Co.
Tiffany & Co.	Lewandos French Dyeing & Cleansing Co.
R. H. Macy & Co.	A. G. Hyde & Co.
W. & J. Sloane	New York Dock Co.
James A. Hearn & Son	Twentieth Century Auto Touring Co.
A. A. Vantine & Co.	Firestone Tire & Rubber Co.
Aitken Son & Co.	Lidgerwood Mfg. Co.

A considerable number of automobile manufacturers have signified their intention to adopt the Edison battery as soon as we are in position to furnish them, and among these prospective users are the following:

General Vehicle Co.	Detroit Electric Co.
Commercial Truck Co.	Rausch & Lang Carriage Co.
Studebaker Automobile Co.	Champion Wagon Co.
Baker Motor Vehicle Co.	Pittsburgh Motor Vehicle Co.

Waverly Automobile Co.	Oliver P. Fritchle, Denver, Col.
Couple Gear Freight Wheel Co.	Woods Motor Vehicle Co., Chicago
S. R. Bailey & Co.	Anderson Carriage Co., Milwaukee
Columbus Buggy Co.	James McNaughton Co.

In conclusion I wish to impress upon the stockholders the fact that practically all the work that has so far been done has been experimental in character, but I believe the results which will be achieved will more than justify the expense and that the Edison battery will be a very great commercial success.

Respectfully submitted.

President.

ES/BC/- Bonds

THOMAS A. EDISON, *President* | FRANK L. DYER, *Vice-President and General Counsel* | E. G. DODGE, *General Manager* | H. F. MILLER, *Secretary-Treasurer*

EDISON STORAGE BATTERY CO.

Telephone, 908 Orange

ORANGE, NEW JERSEY July 21, 1910.

Hurry
Receipt from
Young account
Thos E

JUL 22 1910

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:-

A special meeting of the Stockholders of the Edison Storage Battery Company will be held July 27th, 1910, at the office of the Company, Lakeside Ave. & Valley Road, West Orange, New Jersey, at 11 A. M., for the purpose of determining a method for liquidating the account of Thomas A. Edison with this Company, and for such other matters as may be brought before the meeting.

Yours truly,

H. F. Miller
Secretary.

Submitted to Stockholders at meeting July 27th 1910 H. F. Miller Secretary

TO THE STOCKHOLDERS OF THE EDISON STORAGE BATTERY COMPANY:

The essential purpose of the present meeting is to discuss ways and means for the liquidation of Mr. Edison 's account against the Edison Storage Battery Company and to agree upon a plan for doing so.

Mr. Edison personally controls more than 75% of the capital stock of the company and could therefore decide the question himself, and his decision in the matter could be questioned only in case of fraud. Nevertheless, he desires to have the situation laid before all of the stockholders in order that he may have the benefit of their advice even though in justice to himself he may not be able to agree with their views. The stockholders may, however, be reminded of the fact that all of the outside stock, except 500 shares amounting to 25% of the total, was presented by Mr. Edison as a bonus in connection with the sale of the bonds of the company and does not represent money invested, at least by the original outside stockholders. So far as the bonds of the Company are concerned, knowing as we do the perfected condition of the Edison battery and the great demand it must inevitably have, there is no reason for the slightest uneasiness or doubt as to the value of these securities.

The experimental development of the Edison Storage Battery involved such enormous difficulties that if Mr. Edison had had any idea as to their extent he probably would not have undertaken the work. When the original bond issue was made, by which a cash capital of $500,000 was provided, Mr. Edison felt confident that that capital would be sufficient to conduct all

experiments and put the battery on the market as a commercial proposition. It is not necessary to refer to the extent of these experiments except to say that they numbered many thousands. As is well known, the first form of battery that was put on the market developed defects which were not anticipated, and, although that battery was superior to any competing device, it did not realize Mr. Edison's expectations, and it was therefore withdrawn and its manufacture stopped, except to the extent of making replacements. Following the withdrawal of the first type of battery from the market, a greater number of experiments were made, resulting in the production of the present perfected Edison Battery, which has now been manufactured and sold for about a year and which has more than realized Mr. Edison's most ardent hopes. The introduction of the new battery has no doubt been somewhat affected by the unfortunate experience with the earlier type; and by the very vigorous and in some cases questionable methods of the Lead Battery people to prevent its introduction. Furthermore, most of the electric vehicles made in this country were especially designed for lead batteries and required modifications to fit them most effectively for Edison batteries; and, finally, we found that many of the vehicle manufacturers were bound by contracts to use lead batteries only, but these contracts are now expiring and none, we believe, runs beyond the present year. I am glad to say, however, that the demand for the new battery is slowly increasing, electric vehicle manufacturers and other users are recognizing its merits and are designing their present models for its use. At the present time the output of the factory is equivalent to about 150 A-4 cells per day, all of which are being sold, and the interest

which is being manifested on all sides in the battery convinces us that the demand will very largely increase within a short time. Even at the rate of 150 A-4 cells per day, the factory is almost able to pay its operating and selling expenses, including the cost of manufacture, so that with an increase in the business profitable results may be expected.

At the present time, therefore, the situation of the Edison Storage Battery Company is that it is in possession of a perfected storage battery with all the patents thereon, with secret processes at its command and with a tremendous experience that has been acquired during the past nine years together also with a plant fully equipped to turn out the batteries at a sufficient rate to make the business a profitable one as soon as the demand slightly increases. As to the ultimate success of the enterprise we do not entertain the slightest doubt.

The expense in connection with the development of the perfected battery up to the present point, including experiments and plant with its equipment and for carrying on the business since the introduction of the battery about a year ago, has been upwards of $2,500,000, as appears from the report of Messrs. Lybrand, Ross Bros. & Montgomery, certified public accountants, for the year ending February 28, 1910. On that date the Edison Storage Battery Company owed Mr. Edison $1,544,743.29 on open account for money advanced by Mr. Edison to carry the enterprise on and eventually to realize something for the stockholders. Since that date the amount has increased somewhat, so that on June 30, 1910, with interest, it was $1,998,276.86. The question now for consideration is, how shall this account be liquidated? Two plans have been suggested tentatively by Mr.

Edison, either one of which he is willing to accept.

(1) The Company might give interest bearing notes to Mr. Edison for the amount of the indebtedness, payable in two or three years from date.

(2) The capital stock of the Company might be increased by an additional issue of $2,500,000 and his debt liquidated by paying stock at par.

I do put these plans before the stockholders in order that they may be discussed by them.

Respectfully submitted,

Frank L. Rice

Vice-President.

FLR/I

ESBC - Board

THOMAS A. EDISON
President

FRANK L. DYER
Vice-President and General Counsel

E. G. DODGE
General Manager

H. F. MILLER
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

Telephone, 908 Orange

ORANGE, NEW JERSEY

September 22, 1910.

Harry

Thos. A. Edison Esq.
Orange N.J.

I don't understand this
we already had this
meeting —
S

The Board of Directors of the Edison Storage Battery Company, a corporation of New Jersey, on the 16th day of September, 1910, do hereby resolve and declare that it is advisable that the capital stock of said company be increased from $1,000,000 to $3,500,000, said additional stock to be like in all respects the present stock of said company. And they hereby call a meeting of the stockholders to be held at the company's office, corner of Valley Road and Lakeside Avenue, West Orange, N. J., on Tuesday, the 4th day of October, 1910, at eleven o'clock A. M., to take action upon the above resolution.

Attest

H. F. Miller
Secretary.

[ATTACHMENT]

Mr Edison

We held a meeting of Stockholders on July 27th to give them an opportunity to decide which of two plans for settling your account was the most desirable and they chose to give you stock at par for your claim authorizing the officers to increase the capital stock from $1,000,000 to $3500,000. for that purpose.
Then the directors met Sept 16th to carry out the instructions of the stockholders and having done so the laws of New Jersey require that the stockholders confirm the action of the directors. As I understand it this final meeting is to make the transact legal i.e. in accordance with the statutes

H.F.M

THOMAS A. EDISON
President

FRANK L. DYER
Vice-President and General Counsel

E. G. DODGE
General Manager

Battery

H. F. MILLER
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

Telephone, 908 Orange.

ORANGE, NEW JERSEY

In your reply please refer to

File No._____

for automobiles

Mr. C. E. Nestor,
Shreve Building,
San Francisco, Calif.

which we consider satisfactory

RE: HANDLING THE EDISON BATTERY ON THE PACIFIC COAST.

Dear Sir:

It is against Mr. Edison's policy to grant the exclusive right to anyone to handle any of his products in any particular territory. We would, however, allow you to handle the Edison battery ~~on the Pacific Coast~~ in California, and, so long as you gave the business your personal attention, and pushed it hard in other words, being a live wire and showing results, we will refrain from looking for someone else, or allowing anyone else, to handle it in that territory.

Start immediately to work on the proposition,

If you buy automobiles and chassis suitable and fitted for Edison batteries, but without the battery equipment, we will allow you 20% discount from the list prices, ~~with an additional 2% for cash in ten days~~, f.o.b.Orange, N.J., with the understanding that you always carry a suitable stock of each size of cell in San Francisco; and that you also try to replace lead batteries in automobiles now being operated ~~xxx~~ on the Coast.

Send with order

The above arrangement does not refer to the sparking battery. This being an acessory we feel that any garage or supply house should have the privilege of carrying them in stock if they wish to do so.

Any inquiries we receive from the ~~Pacific Coast~~ California as long as we are satisfied you are carrying the territory satisfactorily to us for our certain the "A" type of cells we will refer to you. ~~This territory is to extend as far south as Los Angeles for the time being.~~

Very truly yours,
EDISON STORAGE BATTERY COMPANY

WGB.HRL

MANAGER OF SALES.

This agreement entered into this Fourteenth day of February, 1912, by and between the Hartford Electric Light Company, a Connecticut corporation; The General Vehicle Company, a New York corporation; and the Edison Storage Battery Company, a New Jersey corporation; hereinafter referred to as the Light Company, the Vehicle Company and the Battery Company, respectively, WITNESSETH:

WHEREAS, the Light Company is in the business of generating and selling electric current to the public; the Vehicle Company is in the business of making and selling electric vehicles; and the Battery Company is in the business of making and selling electrical storage batteries, covered by letters patent of the United States; and

WHEREAS, it is believed by all the parties hereto that the general adoption of the electric vehicle for purposes of transportation would be greatly facilitated, (a) if the purchaser's initial investment is reduced to a minimum, and (b) if the purchaser can be relieved of the battery charging and of the care of the battery for such vehicles; and

WHEREAS, the parties hereto also believe that the above purpose can be realized under the following arrangement, namely:

1 - By offering the public, at a price minus the charge for the battery, a class of electric vehicles especially designed to be operated by a certain type of storage battery, thereby reducing the purchaser's investment to a minimum;

2 - By supplying for such vehicles, and installing therein, their proper equipment of charged storage batteries, on the basis of a charge for the service rendered, thus relieving the purchaser of the necessity of maintaining and charging said batteries; and

WHEREAS, the Vehicle Company, with the view of increasing its business, has designed and is willing to construct and sell

Original executed by Mr. Edison -

to the public, minus the battery, a line of electrical vehicles for business purposes especially designed, electrically and mechanically, to be operated by the Edison storage battery; and so arranged that the battery equipment thereof can be exchanged in a few minutes; and

WHEREAS, a plan has been proposed for an "Edison Battery-Service System," in the City of Hartford, whereby the users of vehicles so constructed as aforesaid may obtain from the Light Company the continuous use of Edison storage battery equipment, paying therefor on the basis of service rendered, the Light Company owning, charging and maintaining a stock of such batteries and exchanging discharged or partly discharged sets of batteries for charged ones as the exigencies of the business may require; and

WHEREAS, the Light Company is desirous of encouraging the use of such vehicles in the City of Hartford by means of the Edison Battery-Service System, and to this end is willing to establish and operate a special department for the sale of its current for operating such electric vehicles by means of the Edison Battery-Service System, and for this purpose to carry a stock of such batteries, the same to be owned, charged, maintained and exchanged as aforesaid by the Light Company, if it can be assured of exclusive rights in regard thereto in the City of Hartford; and

WHEREAS, the Battery Company is desirous of facilitating the inauguration of such a system for the purpose of advancing the adoption of electric vehicle transportation, especially for the reason that in such a system its batteries would be in the hands of experts, and because the Vehicle Company has improved the electrical and mechanical parts of its vehicles to adapt them especially for using the Edison storage battery; and

WHEREAS, the Battery Company, in view of these facts is willing to grant to the Light Company the exclusive license for the City of Hartford for the use of the Edison Storage Battery in the

manner above contemplated, provided that such batteries as the Light Company shall purchase from time to time be continuously owned and rented by the Light Company and used only in the vehicles made as aforesaid by the Vehicle Company, and in such vehicles made by others and not operated for business purposes, in which the Battery Company may authorize the Light Company to use the same.

NOW, in consideration of the premises, and in further consideration of the sum of One Dollar in hand paid by each of the parties hereto to the other, the receipt of which is hereby acknowledged, the parties hereto hereby mutually agree with each other as follows, to wit:

FIRST: That the Vehicle Company will manufacture a line of electrically driven commercial vehicles, that is, vehicles to be used for business purposes, especially designed and adapted electrically and mechanically, to be operated with the Edison storage battery as it is made at the date of this agreement, it being understood that the design of such vehicles shall include such special and necessary mechanical and electrical appliances and arrangements for carrying the batteries and to facilitate connecting and disconnecting them, and to facilitate loading and unloading the same as will enable such vehicles to be readily and rapidly equipped with batteries by the Light Company in the manner herein contemplated; it being further understood that the Vehicle Company will equip its vehicles with the electric and mechanical appliances specified in Schedule A, hereto annexed.

SECOND: The Battery Company will, in connection with the sale of its batteries to the Light Company under this agreement, make a guarantee in the attached form, which guarantee shall be effective and binding only in regard to batteries used in vehicles constructed by the Vehicle Company in accordance with the provisions of the next preceding section, and also if the Light Company charges and maintains the batteries according to the instructions of the

Battery Company, and also if such batteries are used only in the said vehicles made by the Vehicle Company, it being understood that the controlling consideration hereof, (without which neither this agreement nor guarantee would have been entered into or given by the Battery Company) is the fact that the Vehicle Company has designed its vehicles to especially adapt them electrically and mechanically to the use of the Edison battery, which design has been approved by the Battery Company.

THIRD: The Vehicle Company, when selling its vehicles without battery as herein contemplated for use in the City of Hartford, agrees to sell the same at prices which shall be as low as the equivalent of its regular complete-unit prices for such vehicles as they may be from time to time minus the price at which the proper equipment of battery is included in such complete price in each case, it being understood that the Vehicle Company will use diligence and continuous endeavor to introduce and sell its said vehicles in Hartford for the use and operation in the manner above indicated.

FOURTH: The Vehicle Company is not hereby deprived of nor limited in its right to sell in Hartford, or elsewhere, its vehicles without batteries, or complete with batteries, nor to purchase, use and sell batteries other than those of the Battery Company, but it agrees to advocate only Edison batteries for use on a Battery-Service System in the City of Hartford.

FIFTH: The Battery Company agrees to license and does hereby grant to the Light Company an exclusive license under its patents and patents to issue on pending applications to use the Edison storage battery within the limits of the City of Hartford, State of Connecticut, for the purpose of conducting a business of selling current to operate the said electric vehicles of the Vehicle Company through the medium of said Edison Battery-Service System as contemplated in this agreement.

SIXTH: The exclusive license hereby granted to the Light Company is granted on the following conditions, which are hereby accepted by the Light Company, namely:

(1) That the Edison Storage Battery shall be installed and used as aforesaid only on such electric vehicles made by the Vehicle Company, but the Vehicle Company consents to the extension of this license by the Battery Company so as to permit the Light Company to use said batteries on electric vehicles made by others and not operated for business purposes.

(2) That the Light Company shall continuously own, charge and maintain the batteries purchased by it under this agreement for conducting said business.

(3) That the Light Company shall erect, utilize or rent proper buildings for the conduct of said business, and shall furnish the same with all such facilities for the charging and exchanging of said batteries as the nature of the business shall demand in order to carry out the intent of this agreement, and it agrees that it shall charge and exchange and lease said batteries as herein contemplated.

(4) That the Light Company shall purchase from the Battery Company from time to time at prices equal to list price less 15% discount, a sufficient quantity of said vehicle storage batteries to enable it to fully supply the demand for current for said batteries operated on said system in said vehicles; and also agrees to supply such a demand; and shall exercise due diligence in caring for and maintaining such batteries in the manner stated in the instructions of the Battery Company and according to any additional reasonable instructions hereafter issued by the Battery Company and delivered to the Light Company, to the end

that the Battery Company shall not suffer damage by neglect or carelessness or be thereby prevented from carrying out its guarantee as to the life of the batteries. The Battery Company agrees that at all times the cash sale price of a new vehicle-battery, as distinguished from an exchange transaction, shall be 5% less than that at which the Battery Company regularly sells vehicle-batteries to Central Stations, Power Companies, or Garages for other uses than the Edison Battery-Service System.

(5) That during the continuance of this agreement, and so long as the Battery Company shall fulfill the guarantee above given, the Light Company shall not sell its current for operating electric vehicles in the manner herein contemplated, that is, by a Battery-Service System, except through the Edison Storage Battery and in vehicles made by the Vehicle Company, and in such vehicles made by others and not operated for business purposes, in which the Battery Company may authorize the Light Company to use the same; it being understood, however, that nothing herein contained shall be construed to prevent the Light Company from selling its current to charge any storage batteries in vehicles of any kinds and makes, where such batteries are not operated on a Battery Service System.

It being also understood that nothing herein contained shall be construed to prevent the Light Company from selling its current at its regular rates to any customer who demands the same in accordance with the terms of the company's franchise, and under the laws of the State of Connecticut.

(6) That the Light Company shall inaugurate the said business within sixty days from the date hereof or as soon as there shall exist, or the Light Company can create, a demand for said service.

SEVENTH: The Battery Company reserves to itself the right to sell its batteries to any manufacturer of electric ve-

hicles to be sold with such vehicles to the public in open market, but it hereby agrees not to sell its batteries to any person or Company other than the Light Company, for the purpose of selling current to the public in Hartford through such batteries for operating vehicles as contemplated herein, this particular class of business in said City of Hartford; namely, the Edison Battery-Service System, being hereby exclusively licensed to the Light Company during the continuance of this agreement.

EIGHTH: WHEREAS, the Battery Company may hereafter grant to others than the Light Company similar licenses for use of its storage battery for the "Edison Battery-Service System" in other cities; and

WHEREAS, vehicles made by the Vehicle Company and equipped by such other licensees may in the course of travel be passing through Hartford and require renewal of charged battery equipment.

It is understood and agreed that in such cases the Light Company shall have the privilege, in its discretion, to make the necessary exchange of Edison battery equipment in any such vehicles, and in doing so shall not be deemed to have violated any provision of this agreement.

NINTH: Unless sooner terminated by mutual consent of all the parties hereto, this agreement and license shall remain in force for the period of five years from date hereof, and shall continue thereafter from year to year unless written notice of cancellation shall be given by any one of the parties hereto to the other parties at least ninety days before the expiration of any yearly period; if such notice is given this agreement shall terminate at the expiration of the yearly period next following the date of the notice and if thereafter the Light Company uses the batteries purchased hereunder, in vehicles other than those made by the Vehicle Company or in a manner other than that specified in the Battery

Company's instructions the guarantee as to life, above referred to, shall terminate.

TENTH: This agreement is binding upon and shall enure to the benefit of the parties hereto and their several successors in business.

ELEVENTH: The territory referred to herein as the "City of Hartford" shall be construed to include all cities or towns to which the Light Company, at present or during the life of this agreement, supplies current through its circuits for lighting and power purposes, provided that no cities nor towns, in which there shall have been granted to others, rights similar to those herein granted, shall be included within this contract.

The territory now included consists of the following cities or towns:

Hartford; East Hartford; West Hartford; Bloomfield; Tariffville; East Granby; Simsbury; Windsor; Burnside; Wethersfield; and Rocky Hill; all of the above in the State of Connecticut.

IN WITNESS WHEREOF, the parties hereto have respectively caused these presents to be executed and their respective corporate seals to be hereunto attached by their proper officers thereunto duly authorized.

EDISON STORAGE BATTERY COMPANY,

Witness: By

HARTFORD ELECTRIC LIGHT COMPANY,

Witness: By

GENERAL VEHICLE COMPANY,

Witness: By

S C H E D U L E "A"

FIRST: The special trucks for the Battery-Service System shall be so constructed and provided with such fittings that the batteries can be put in or taken from the vehicles without disturbing the individual units, to the end that the great number of removals over the guaranteed life will not tend to injure the battery mechanically.

SECOND: The truck when fully loaded and moving on a six percent (6%) grade shall not have a greater drop of voltage on the wiring carrying the current than two and one-half (2-1/2) volts with a sixty (60) cell battery.

THIRD: The battery box shall be so constructed that it will be closed in the winter to prevent low temperature from affecting the discharge rate of the battery.

EDISON STORAGE BATTERY COMPANY GUARANTEE

Under EDISON BATTERY-SERVICE SYSTEM.

The Edison Storage Battery Company agrees to and hereby does guarantee all Edison Storage Batteries furnished the Light Company under the terms of this agreement, as follows; provided that the batteries and the renewals thereof herein mentioned are used exclusively in vehicles manufactured by the General Vehicle Company, Long Island City, N. Y.; and provided that the batteries are operated by the Light Company in accordance with the instructions furnished by the Edison Storage Battery Company.

The Battery Company guarantees that the life of any battery with one renewal thereof shall be ten years.

The price of the original battery shall be the price determined by the contract - the price of renewals shall be list price, less 25% discount. In case a second renewal is required, the probable excess of life over the ten-year period shall be estimated based on the average life of the original battery and first renewal, and the Light Company shall pay the Battery Company for such estimated excess life on a pro rata basis.

On making renewals, all old batteries or battery material shall be the property of the Edison Storage Battery Company. All prices f.o.b. factory.

This guarantee excludes all renewals required by reason of accident, misuse, or abuse. All expense of maintaining crates and the renewal of electrolyte is also excluded from this guarantee.

It is agreed that the Edison Battery Company shall have the opportunity to inspect the batteries at all reasonable times.

This guarantee is contingent upon conditions of credit being satisfactory at all times.

No battery is to be renewed hereunder until its capacity has fallen to a point where it is incapable of giving ninety per cent. (90%) of its rated capacity in kilowatt hours.

The rated kilowatt hour capacity of each cell is given below:

A - 4 ------- .180 K.W.H.
A - 6 ------- .270 K.W.H.
A - 8 ------- .360 K.W.H.
A - 10 ------- .450 K.W.H.
A - 12 ------- .540 K.W.H.

THOMAS A. EDISON
President

FRANK L. DYER
Vice-President and General Counsel

Philip A. Bachman
~~E. E. DODGE~~
General Manager

H. F. MILLER
Secretary-Treasurer

EDISON STORAGE BATTERY CO.

Telephone, 908 Orange

ORANGE, NEW JERSEY May 16th, 1912

The Lansden Company,
Newark, N. J.

Gentlemen:-

In accordance with the understanding at which we arrived at our meeting this day, we have entered your order for your full requirements of Edison Storage Batteries for your trucks covering a period of five years from this date, at list prices for such batteries less twenty per cent (20%) discount, with an extra two per cent (2%) for cash within ten days.

Should your purchases in any one year exceed an aggregate of one hundred and twenty (120) cells of type A-6, or their equivalent in price, per working day, you are to have an extra two and one-half per cent (2-1/2%) discount, irrespective of the cash discount, that is to say, the discounts would be 20% and 2-1/2%, with 2% for cash within ten days. It being understood that if your purchases in the first year are less than an aggregate of one hundred and twenty (120) cells of type A-6, or their equivalent in price, per working day, we will still give you this extra two and one-half per cent (2-1/2%) discount, but this exception applies only to the first year of this arrangement.

Should your purchases in any one year exceed an aggregate of two hundred and forty (240) cells of type A-6, or their equivalent in price, per working day, you are to have a discount of five per cent (5%) in addition to the reguler discount of twenty percent (20%). In this case the discount would be 20% and 5%, with an extra 2% for cash within ten days.

We agree that we will fill orders equally for all users, and give no one an advantage. In any event we will not give to other makers of trucks a better price than you receive for batteries with which such trucks are sold.

If you decide to abandon the use of Edison Storage Batteries, you are to give us six calender months' notice of your intention to do so.

In order that we may be aided in carrying out our guarantee as to life of batteries, it is understood that your trucks, in which the battery is to be used, shall be properly motored, and that the battery boxes shall be so constructed that our instructions can be readily carried out by the user.

Yours very truly,

THE EDISON STORAGE BATTERY CO.

Thomas A. Edison

TAE/ES PRESIDENT.

Accptd: The Lansden Co.

by Robert Schuttler Jr. President

M. L. Pace Sec'y & Mgr.

[ATTACHMENT]

MEADOW CROFT.

See Conroy

Bachman & Bee

If you approve of
this, send it down
& have the Co
accept it —
The president to
sign for the Co —
& discharged —
TAL

CABLE ADDRESS: "LANSDENCO., NEWARK"

LOOK FOR LANSDEN HUB CAP

THE LANSDEN COMPANY

MANUFACTURERS OF

Electric Commercial Vehicles

TRUCKS AND WAGONS FOR EVERY SERVICE
EDISON STORAGE BATTERY EQUIPMENT

NEWARK, N. J., U. S. A.
May 18, 1912.

MAY 20

Mr. W. G. Bee, Mgr. of Sales,
Edison Storage Battery Co.,
Orange, N. J.

Dear Sir:

Accept our thanks for yours of the 17th, enclosing your Company's agreement covering our requirements for Edison Storage Batteries for the next five years.

We appreciate the consideration extended us in this regard, and we believe it will prove to the mutual advantage of all concerned.

Yours very truly,

THE LANSDEN COMPANY

W. L. Case

General Manager.

WLC/SS

Enclosed is Copy of Agreement as accepted by us - duly signed

W. L. C.

THOMAS A. EDISON,
CHAIRMAN BOARD OF DIRECTORS

FRANK L. DYER,
PRESIDENT

Thomas A. Edison, Inc.

Orange, N.J., U.S.A.

Edison Phonographs and Records
Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Dictating Machines
Edison Home Kinetoscopes and
Motion Picture Films

LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

CABLE ADDRESS
"ZYMOTIC, NEW YORK"

TRADE MARK
Thomas A. Edison.

November 9, 1912.

To the Directors of
Edison Storage Battery Company,

Orange, N. J.

Gentlemen:

I hereby resign as Vice-President of the Edison Storage Battery Company, to take effect immediately.

Yours very truly,

Frank L. Dyer

FLD/IWW

Abolish the office of Vice President.

THOMAS A. EDISON,
CHAIRMAN BOARD OF DIRECTORS

FRANK L. DYER,
PRESIDENT

TRADE MARK
Thomas A. Edison

Thomas A. Edison, Inc.

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Edison Home Kinetoscopes and
Motion Picture Films

LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

CABLE ADDRESS
"ZYMOTIC, NEW YORK"

November 9, 1912.

To the Stockholders of
Edison Storage Battery Company,

Orange, N. J.

Gentlemen:

I hereby resign as Director of the Edison Storage Battery Company, to take effect immediately.

Yours very truly,

Frank L. Dyer

FLD/IWW

Rutin Meadowcraft

M I N U T E S

Special Meeting of the Board of Directors of the Edison Storage Battery Company, held pursuant to notice this 15th day of November, 1912 at eleven A. M. at the office of the Company, corner of Lakeside Avenue and Valley Road, West Orange, New Jersey.

Present:-

The meeting was called to order by the President.

The minutes of the last meeting were read and approved.

The Secretary stated that Mr. Frank L. Dyer had resigned as Vice-President and Director on November 9, 1912.

Upon motion duly made and seconded, and by the affirmative vote of all present, the following resolutions were adopted:-

"RESOLVED, that the Board of Directors of the Edison Storage Battery Company does hereby accept the resignation of Mr. Frank L. Dyer as Vice-President and Director of the Company.

RESOLVED, that Mr. Robert A. Bachman be elected Vice-President of the Company.

RESOLVED, that Mr. William H. Meadowcroft be elected a Director of the Company to hold office until the next annual meeting of the stockholders and until his successor shall be elected."

Mr. Harry F. Miller then tendered his resignation as Secretary.

Upon motion duly made and seconded, and by the affirmative vote of all present, the following resolutions were adopted:-

"RESOLVED that the Board of Directors of the Edison Storage Battery Company does hereby accept the resignation of Mr. Harry F. Miller as Secretary of the Company.

RESOLVED that Mr. William H. Meadowcroft be elected Secretary of the Company".

Mr. William H. Meadowcroft was thereupon duly sworn in as Secretary of the Company.

Upon motion duly made and seconded and by the affirmative vote of all present, the following resolutions were adopted:-

"RESOLVED that all authority heretofore granted by the Board of Directors for the signing and counter-signing of the checks of this Company be and hereby is terminated and canceled, and that from and after the date of this meeting and until said Board of Directors shall otherwise indicate, the checks of this Company shall be signed by H. F. Miller, Treasurer, or by

J. V. Miller, Assistant Treasurer, and in order to become binding upon the Company shall be countersigned by Thomas A. Edison, President, or W. H. Meadowcroft, Secretary, and that the bank wherein the funds of the Company are deposited shall be notified of this action of the Board.

RESOLVED, that all authority heretofore granted by the Board of Directors for the signing and countersigning of promissory notes given by this Company, be and hereby is terminated and canceled, and that from and after the date of this meeting and until the Board of Directors shall otherwise indicate, such notes shall be signed by H. F. Miller, Treasurer, or by J. V. Miller, Assistant Treasurer, and in order to become binding upon the Company shall be countersigned by Thomas A. Edison, President."

The meeting upon motion adjourned.

Secretary.

W. H. Meadowcroft
W. B. Ru
Robert A. Backman

[CA. NOVEMBER 1912]

THE EDISON STORAGE BATTERY

The Edison Storage Battery has made very large gains in the last twelve months. We have increased the plant in number of cells manufactured, working them to an A-4 cell basis 40% in the last twelve months from November 1st. Unfilled orders remaining on our books November 1st worked into an A-4 equivalent shows 50,000 cells.

Weare losing a very large volume of business in all branches of the line owing to the fact that we are unable to deliver batteries promptly. In the automobile trade the battery is only one third the investment of the equipment; and when a firm has money tied up in an investment of this size they are impatient to get it on the street as soon as possible. When they find they are held up from thirty to ninety days getting delivery of a particular battery; they immediately order some other make that they can obtain on quick notice. Not only this but automobile manufacturers know the condition that we are in on cases of delivery; and when they have the opportunity of making a quick delivery, they cannot figure on Edison Batteries, knowing they cannot get them. This we don't hear of at the time. It all goes to show that we have got to increase our manufacturing plant at once.

Several of the large gasoline truck manufacturers are now figuring on going into the manufacture of electric Vehicles. Among them is the Studebaker Corporation who are bringing out a new line of electric trucks especially adapted for Edison Batteries. I understand from very good authority that the International Automobile Co., who handle Mack-Saurer-Hewitt Trucks are figuring on bringing out a new line of electric trucks.

The General Motors Co. have informed me that on February 1st they will place an order with us for 500 sets of batteries to be delivered in four months, and continue at that rate throughout the year.

The following automobile concerns will demand from December 1st on the following batteries per day:

General Motors Truck Co. -	2 batteries A-6 equivalent 180 A-4's
The Lansden Co., Newark, -	2 batteries A-6 equivalent 180 A-4's
General Vehicle Co.	- 2 batteries A-6 equivalent 180 A-4's
Anderson Elec. Car Co., -	2 batteries A-4 equivalent 120 A-4's

The exclusive contract that we have had with Mr. Anderson was up on Nov. 1st and we have notified other pleasure car

manufacturers that if they would allow us to approve of their Edison Battery car model, we would be glad to furnish them with Edison Batteries. Up to this time the Rauch & Lange Carriage Co. of Cleveland are the only firm which have allowed us to approve their model. Tests that we have made on the car have all proved very satisfactory and we are all satisfied that we will get our share of their business.

Baker and Waverley both have a model which they have been making for a year suitable for Edison Batteries, which have been sold this last year with lead, so as it stands it means that pleasure car manufacturers who have cars suitable for Edison Batteries are:

Anderson Elec. Car Co.,
S. R. Bailey & Co.,
Baker Motor Vehicle Co.,
The Waverley Co., and
Rauch & Lang Carriage Company.

During this last year we have started a very large steam railroad business both in car-lighting, signal work and industrial trucks. During the last seven months the Illinois Central have placed orders with us for $93,626.00 worth of storage batteries. The Pennsylvania Railroad in the last eight months have placed orders with us for $86,217.00 worth of storage batteries. During the last six months the Norfolk & Western Railroad have placed orders for $46,100.00, the Southern Pacific Railroad have placed orders for $13,000.00.

It looks as if we were going to get a much larger volume of business during the coming year and it has practically been promised us.

Pennsylvania Railroad	-	20,000	cells
Illinois Central "	-	8,000	"
Harriman Lines	-	10,000	"
All other roads	-	8,500	"

These are equivalent to A-4 cells.

We should at least get orders for 2,500 A-4 type cells for signal work and 1,000 A-4 cells for miscellaneous and baggage trucks.

I think this estimate very low.

One line of business we haven't touched which is enormous is the battery for electric self starter which gasoline manufacturers are putting on their gas cars. Mr. Henry Ford has come out flat-footed and made a statement that he was going to put electric self starters in his cars and he would not consider any other batteries but Edison. He has told us several times and a recent letter dated Oct. 24th, in which his secretary makes a statement that Mr. Ford said he would consider nothing but Edison.

All this goes to show the importance of increasing the size of our manufacturing plant at once.

In determining the expense of the final renewal of any battery hereunder there shall be included only such proportion of the price of such final renewal as shall not overrun the said period of

For a period of ten (10) years from date of receipt of any battery in _____, the expense to the purchaser for ~~the~~ such original battery, and all necessary renewals thereof shall not exceed an amount for any size battery, equal to the "unexpired maximum expense" for ~~such~~ the respective size cells (used in such battery, which maximum expense is listed below) multiplied by the number of cells in the battery

For Example

Assume the original battery lasts 4 years
Assume the first renewal lasts 4 years
Assume the second renewal lasts 4 year.
There would be charged to the expense under the guarantee
~~the original cost of the~~
the first cost of the original battery,
the cost of the first renewal,
and 3/4 of the cost of the final
renewal and if the sum of the
above exceeds the guaranteed maximum
the ~~[illegible]~~ Light Company would
be called upon to pay only the
guaranteed amount.

2150 ~~00~~ A 4 guaranteed
10 years (if lasts)

2 batteries should last 10 years
& costs 215.00 per cell of A4 —
~~[illegible]~~
~~[illegible]~~
or ~~[illegible]~~ per year 1.075 per year
per cell, should the 1st battery
last say 7 years.

The expense to the purchaser for a period of 10 years from date of receipt of any battery in Hartford, Connecticut, shall not exceed an amount equal to the total sum of the list price of the original battery less fifteen per cent (15%) discount plus the list price of a renewal battery less twenty five per cent (25%) discount; provided such battery and such renewal thereof are used exclusively in vehicles manufactured by the G. V. Co. of L. I. City, N.Y. On making renewals all old batteries or battery material shall be the property of the Edison Storage Battery Company. All prices for batteries or renewals to be f.o.b point of shipment.

In determining the expense of the final renewal of any battery hereunder there shall be included only ~~the~~ such proportion of the price of such final renewal as shall not ~~exceed~~ overrun the said period of ten years above named, based on the average life of the original battery and any previous renewals thereof.

The battery co will furnish the first set of batteries at list with 15% discount ~~and~~ a second ~~other~~ battery at list with 25% discount during a period of ten years, but in no case shall the light Co pay for more than two batteries over such period at above prices. If other batteries are required to fill the guaranteed term, they shall be furnished free ~~to the light co~~ but the excess life as determined by the average life of the 2 batteries shall be paid for on the basis of the cost to the light Co of the 2nd battery

For instance, if the original and first renewal batteries should not give the capacity named for 10 years, and a second renewal became necessary under this guarantee, the average life of the two batteries would be ascertained. The Battery Company will then furnish said second renewal at list price less 25% discount and will rebate to the purchaser a sum equal to that proportion of the net price thereof as will represent the excess over the 10 year guarantee which such second renewal battery would give as based on the said average life.

The battery Co guarantee that the life of the battery with one renewal of cells shall reach 10 years, - the original battery shall cost the Light Co list 15% of the renewal least 25% off - in case a ~~[illegible]~~ renewal is required the excess of life over the 10 yr period, based on the average life of the 1st 2 batteries shall be paid ~~for~~ to the Battery Co at a price proportional to the cost of the 1st renewal

The Battery Company guarantees that for the period of 10 years from the receipt of any battery in Hartford the expense of same to the purchaser ~~[illegible]~~ shall not exceed as follows:

$21.60	per	cell	for	type	A 4
32.00	"	"	"	"	A 6
41.60	"	"	"	"	A 8
52.80	"	"	"	"	A 10
62.40	"	"	"	"	A 12

The original battery shall be paid for at list price less 15% discount, and renewal battery or batteries at list price less 25% discount. Should two batteries give the guaranteed life of 10 years, or exceed it, nothing further shall be paid to the Battery Company - But

If a third battery is necessary to fulfil the guaranteed life, the same shall be paid for at list less 25% discount but the Battery Company shall rebate to the Light Company an amount equal to the proportion due on the unexpired term of the 10 year guarantee based on the average life of the first two batteries.

1 – 4 years =	1000	1000
1 R 4 " =	750	750
1 R – 2 years =	750	375
	2500	2125
	1750	1750
	750	375

750 × 3/4 = 375

3 years –

2 – 11 –

guarantees that for a period of ten years the cost for batteries shall not exceed — dollars. The 1st battery shall be paid for at list with 15% discount and renewal battery or batteries at list with 25% discount, should the ~~last battery to~~ two batteries give the guaranteed life + exceed it, nothing further shall be paid the battery Co — but if a third battery is necessary then the battery Co shall receive no pay ~~for it. If [illegible] to~~ ~~[illegible]~~ until the 10 year period expires any excess life of this 3rd battery shall be paid to the battery Co based on the average life of the first 2

If under the above guarantee a second renewal of battery becomes necessary, the Battery Company shall only be called upon to stand such proportion of the price thereof as will ~~[illegible] be equivalent to a total~~ ensure the Light Company receiving 10 years life of the battery on the basis of ~~the [illegible]~~ paying for the ~~f~~ original and first renewal batteries only.

If Battery put on top of Vehicle

Note

1000 lb vehicle have brac
Take A 6 - 1 ton A 8 - 2 ton
A 10 - 3 & over A 12

Schedule IV

The special trucks for the ~~station~~ Battery service shall be provided with appliances whereby the batteries can be put on or taken from the vehicles without disturbing ~~the under part of the~~ the individual units, to the end that the great number of removals over the quaranteed life will not tend to injure the battery mechanically

2nd That the the truck when fully loaded and moving on a 6% grade shall not have a greater drop of voltage on the running battery the current then 2½ volts with a 60 cell battery

3rd

Also that the battery box shall be so constructed that it may be closed in the winter to prevent ~~our~~ low temperature from affecting the discharge rate of the battery

1000 to vehicle to have box to take A 6;- 1 ton A 8;- 2 ton A 10;- 3 ton and over, A 12.

Schedule A

1st. The special trucks for the Battery-Service System shall be provided with appliances whereby the batteries can be put in or taken from the vehicles without disturbing the individual units, to the end that the great number of removals over the guaranteed life will not tend to injure the battery mechanically.

2nd that the truck when fully loaded and moving on a 6% grade shall not have a greater drop of voltage on the wiring carrying the current than 2½ volts with a 60 cell battery

3rd also that the battery box shall be so constructed that it ~~may~~ be closed in the Winter to prevent low temperature from affecting the discharge rate of the battery

Mr. Adocraft,

If I understand right we agreed on a depreciation that I want to be ~~[illegible]~~ that costs of A six battery Sixty cells shall not exceed hundred eighty one dollars yearly over a period of ten years, on battery service scheme. If contract is so worded that Battery Co gets seventy five per cent of any sum less than these figures, he can go ahead on the basis with the two special places ~~[illegible]~~ which he states must be closed at once but no further until my return when a proper contract is to be made. You will understand that I want to benefit to the extent of ~~[illegible]~~ Three operators in case ~~[illegible]~~ Battery can be made to have a longer life than five years before exchange

If it is arranged that if Battery Co ~~[illegible]~~ Can increase the life of each set battery beyond 5 yrs it should

AGREEMENT entered into this day of 1912 between Edison Storage Battery Company, a New Jersey Corporation, and General Vehicle Company, a new York Corporation, hereinafter referred to as the Battery Company and the Vehicle Company, respectively, WITNESSETH:

WHEREAS: the Battery Company is in the business of making and selling storage batteries, and the Vehicle Company is in the business of making and selling electric vehicles, and

WHEREAS, the Vehicle Company in order to stimulate the sale of its vehicles is willing to manufacture and sell its vehicles to users minus the battery, and to adapt such vehicles mechanically and electrically for the use of Edison Storage Batteries, it being contemplated to sell such vehicles minus the battery for use in localities where the Vehicle Company makes contracts with responsible parties who agree to purchase, own and maintain a sufficient supply of Edison Storage Batteries to be charged by them and to be rented to owners of such vehicles made by the Vehicle Company, on a basis of a charge for the service rendered, such plan being herein designated "Battery Service System";

Now, it is agreed as follows:

1. The Battery Company agrees that it will sell to the Vehicle Company its batteries, for use as herein contemplated, on the following terms and conditions:

(a) That such batteries will be resold by the Vehicle Company only to such parties as aforesaid that have contracted with the Vehicle Company to maintain and continuously own a sufficient supply of Edison Storage Batteries for use only in vehicles mechanically and electrically adapted to the Edison Storage Battery, and constructed in such manner that the battery cradle may be quickly removed from the vehicle without disturbing the battery units, and a cradle containing a charged battery may be remounted without material delay;

(b) The Battery Company agrees that at all times the net cash sale price of a new vehicle battery to the Vehicle Company, as distinguished from an exchange transaction, shall be not higher than at present and at all times at least five and five (5% and 5%) per cent greater discount than at which the Battery Company regularly sells vehicle batteries to Central Stations, Power Companies or Garages for other uses than a Battery-Service System. The Battery Company may refuse to continue to sell on said terms batteries hereunder, if the Vehicle Company interferes with the Battery Company's business by selling said batteries for use hereunder at a discount greater than fifteen (15%) per cent from the Battery Company's list price.

Product specifications

(c) The guaranteed life of any battery to be sold as herein contemplated and of one renewal thereof and the cost of the renewal thereof shall be governed by the terms of the guarantee as set forth in Schedule B.

The Vehicle Company agrees that the vehicles sold by it to be operated in connection with the Edison Storage Battery for use as contemplated herein, shall be constructed so as to be specially adapted mechanically and electrically for use with the Edison Storage Battery as made at the date of this agreement, it being understood that the design of such vehicles shall include such special and necessary mechanical and electrical appliances and arrangements for carrying the batteries as may be necessary in order that the batteries may be readily removed from the vehicle or attached to the vehicle without disturbing the cell units of the batteries and shall include the mechanical and electrical appliances specified in Schedule A. hereto annexed.

A copy of a form for battery wrench connection is not yet to be included

3. Unless sooner terminated by mutual consent, this agreement shall remain in force for the period of ~~one~~ 5 years from date hereof and shall continue thereafter from year to year unless written notice of cancellation shall be given by either of the

parties hereto to the other at least ninety days before the expiration of any yearly period; if such notice is given, this agreement shall terminate at the expiration of the yearly period next following the date of the notice.

4: THIS AGREEMENT is binding upon and shall enure to the benefit of the parties hereto and their several successors in business.

IN WITNESS WHEREOF, the parties hereto have respectively caused these presents to be executed and their respective corporate seals to be hereunto attached by their proper officers thereunto authorized.

EDISON STORAGE BATTERY COMPANY,

By

GENERAL VEHICLE COMPANY,

By

S C H E D U L E "A".

FIRST: The special vehicles contemplated herein shall be so constructed and provided with such fittings that the batteries can be put in or taken from the vehicles without disturbing the individual units, to the end that the great number of removals over the guaranteed life will not tend to injure the battery mechanically.

SECOND: The vehicle when fully loaded and moving on a six per cent (6%) grade shall not have a greater drop of voltage on the wiring carrying the current than two and one-half (2-1/2) volts with a sixty (60) cell battery.

THIRD: The Battery box shall be so constructed that it will be closed in the winter to prevent low temperature from affecting the discharge rate of the battery. A Emy to Gee

with vacation

COPY OF GUARANTEE OF EDISON STORAGE BATTERY COMPANY.

The Edison Storage Battery Company, agrees to and hereby does guarantee all Edison Storage Batteries sold through the General Vehicle Company to

as follows: provided that the batteries and the renewals thereof are used in vehicles manufactured by the General Vehicle Company, Long Island City, New York, and provided that such batteries are continuously owned, maintained and operated by the said

for use in a Battery Service System wherein charged batteries are leased or rented on a basis of service rendered and provided the batteries are operated in accordance with the instructions furnished by the Edison Storage Battery Company.

Should be carefully reserved for Life beyond these periods

The Edison Storage Battery Company guarantees that the life of any battery with one renewal thereof shall be ten years.

The price of renewals shall be list price less 25% discount. In case a second renewal is required the probable excess of life over the ten year period shall be estimated, based on the average life of the original battery and first renewal and the

shall pay the Edison Storage Battery Company for such estimated excess life on a pro rata basis. On making renewals, all old batteries or battery material shall be the property of the Edison Storage Battery Company. All prices are f.o.b. factory.

This guarantee excludes all renewals required by reason of accident, misuse or abuse. All expense of maintaining crates and the renewal of electrolyte is also excluded from this guarantee.

The Edison Storage Battery Company shall have the opportunity to inspect the batteries at all reasonable times.

This guarantee is contingent upon conditions of credit being satisfactory at all times.

No battery is to be renewed hereunder until its capacity has fallen to a point where it is incapable of giving ninety per cent (90%) of its rated capacity in Kilowatt hours.

The rated Kilowatt hour capacity of each cell is given below:

A 4	.180 K.W.H.
A 6	.270 " " "
A 8	.360 " " "
A10	.450 " " "
A12	.540 " " "

General Vehicle Company,
Long Island City,
N. Y.

Dear Sirs:

Referring to the agreement dated between the Edison Storage Battery Company, the Hartford Electric Light Company and the General Vehicle Company, it is contemplated that such agreement with the Hartford Company is only one of a number of similar agreements that it is proposed to make for the use of Edison batteries on the "Edison Battery-Service System" in vehicles of your manufacture only.

We understand that you propose to notify the various central stations throughout the country in regard to this System with the view of introducing it into extended use. We will not permit our batteries to be used on that System in any locality in vehicles other than yours.

With reference to such use with your vehicles in other localities, we agree to enter into agreements similar to that with the Hartford Company, with companies approved by us.

If we find at any time that this System or plan is operating to our direct disadvantage, we reserve the right to refuse to extend it by making agreements with reference to other localities, but leaving in force, of course, the agreements that may then have been made.

Very truly yours,

EDISON STORAGE BATTERY COMPANY,

By

COPY

A G R E E M E N T

Between

EDISON STORAGE BATTERY COMPANY

and

FREDERICK J. LISMAN, DAVID M. MINZESHIMER and WILLIAM GOODMAN

Dated January 10, 1914

MEMORANDUM OF AGREEMENT made the tenth day of January, 1914, by and between EDISON STORAGE BATTERY COMPANY, a New Jersey corporation having its principal office at West Orange, New Jersey, hereinafter called the "Edison Company", party of the first part, and FREDERICK J. LISMAN, DAVID M. MINZESHEIMER and WILLIAM GOODMAN, copartners, doing business under the name and style of F. J. Lisman and Company at #30 Broad Street, New York, N.Y., hereinafter called the "Bankers", parties of the second part, W I T N E S S E T H : -

WHEREAS, the Edison Company is engaged in the manufacture and sale of Edison storage batteries; and

WHEREAS, the Bankers desire to purchase Edison storage batteries from the Edison Company to be used and sold for the purpose hereinafter set forth;

NOW, THEREFORE, for and in consideration of the premises and of the mutual promises herein contained, and of the sum of One Dollar ($1.00) in hand paid by the Bankers to the Edison Company and by the Edison Company to the Bankers, the receipt whereof is hereby acknowledged, the parties hereto have agreed and do hereby agree as follows:-

(1) Unless sooner terminated or extended as hereinafter provided for, this agreement shall continue until the 31st day of December, 1920.

(2) The Edison Company agrees, upon and subject to the conditions hereinafter stated, to sell exclusively

to the Bankers during the life of this agreement Edison storage batteries to be used only for the following purpose, namely: For the initial battery equipment of storage battery propelled passenger cars and trains of such passenger cars designed and constructed to run only upon rails (nut not including electric locomotives except such storage battery propelled passenger cars that are used as locomotives for hauling freight on roads where the passenger traffic is handled by such storage battery propelled passenger cars), and to be used only in the following territory, namely: United States of America including the District of Columbia, but excluding Alaska, the Panama Canal Zone and the possessions and dependencies of the said United States of America outside of North America, (said territory being hereinafter referred to as the "aforesaid territory"). When the words "Edison batteries" are hereinafter used, they are understood to mean the Edison storage batteries (as now made or hereafter improved) which constitute the subject matter of this agreement.

(3) The Edison Company also agrees that during the life of this agreement and except as otherwise provided herein, it will not sell nor otherwise dispose of Edison storage batteries to be used within the aforesaid territory for the purpose set forth in Paragraph Two (2) hereof to any one other than the Bankers, but the Edison Company expressly reserves the right to use and permit others to use for said purpose within the aforesaid territory any of said batteries, such use to be restricted to demonstrations, experiments and tests only, and furthermore expressly reserves the exclusive right to sell and otherwise dispose of and to use and license for use within the aforesaid territory Edison storage batteries for renewals and replacements for storage battery propelled cars of all

kinds including cars of the class specified in Paragraph Two (2) hereof, and also reserves the exclusive right to sell and otherwise dispose of and use and license for use within the aforesaid territory Edison storage battery parts, supplies and accessories for any and all purposes except for the initial equipment of cars with respect to which the Bankers are expressly licensed hereunder. The Bankers agree that the promises and covenants of the Edison Company contained in this paragraph and paragraph Two (2) hereof shall be and are binding upon the Edison Company only so long as the Bankers shall continue to purchase from the Edison Company at least the number of A-10 cells set forth in the schedule contained in Paragraph Four (4) hereof or their equivalent in rated ampere hour capacity.

(4) The Bankers agree to purchase from the Edison Company all storage batteries which the Bankers shall require during the life of this agreement for the purpose set forth in Paragraph Two (2) hereof, and agree that during the life of this agreement they will not manufacture nor sell nor otherwise dispose of for use within the aforesaid territory any passenger car designed or intended to be propelled on rails by storage batteries except when equipped with Edison storage batteries exclusively, or when not so equipped, upon the condition that said car shall be used only when equipped with Edison storage batteries exclusively. The Bankers agree and promise that they will purchase hereunder from the Edison Company during the respective full six months periods of this agreement at least the number of A-10 cells set forth in the follow-

ing schedule or their equivalent in rated ampere hour capacity, said purchases to be made within the respective periods set forth in said schedule:-

During the first six months of the year 1914	1650 A-10 cells
During the last six months of the year 1914	1650 A-10 cells
During the first six months of the year 1915	4950 A-10 cells
During the last six months of the year 1915	4950 A-10 cells
During the first six months of the year 1916	8250 A-10 cells
During the last six months of the year 1916	8250 A-10 cells
During the first six months of the year 1917	13750 A-10 cells
During the last six months of the year 1917	13750 A-10 cells
During the first six months of the year 1918	19250 A-10 cells
During the last six months of the year 1918	19250 A-10 cells
During the first six months of the year 1919	27500 A-10 cells
During the last six months of the year 1919	27500 A-10 cells
During the first six months of the year 1920	35750 A-10 cells
During the last six months of the year 1920	35750 A-10 cells

In determining the amount of purchases made by the Bankers under and against the required minima of the aforesaid schedule, the Bankers shall receive credit against such minima for all initial storage battery equipment sold by the Edison Company to the Bankers for the purpose of Paragraph Two (2) hereof and for use in the aforesaid territory,

and also for any and all storage batteries which the Edison Company shall sell to the Bankers for the initial equipment of cars of the class specified in Paragraph Two (2) hereof for use in any other territory, provided the Bankers shall have received express permission in writing from the Edison Company to sell for use or use said batteries in said other territory, and no shipment of batteries shall be made by the Bankers to any territory other than the aforesaid territory except with such express permission first having been received from the Edison Company. If during any one of the aforesaid six months periods the purchase of Edison storage batteries by the Bankers shall be in excess of the above specified requirement for that six months period, then such excess shall be credited upon their obligation with respect to purchases for the succeeding six months period or periods. In the event of the termination of this agreement prior to the end of its term by the Edison Company as hereinafter provided, the Bankers shall be released to the following extent and to such extent only from their promise herein contained to purchase quantities of cells in accordance with the aforesaid schedule, to-wit: The Bankers shall not be required to purchase any of the cells required to be purchased in any six months period of said schedule which is subsequent to the receipt of notice of said termination from the Edison Company, and shall not be required to purchase during the six months period in which such termination shall become effective a portion of the quantity required to be purchased, computed as follows:- By dividing the quantity required to be purchased as aforesaid during said last mentioned six months period by 183

and multiplying the quotient thus obtained by the number of days from the receipt of notice of such termination to the end of said last mentioned six months period. Upon the termination of this agreement by the Edison Company as aforesaid, the number of A-10 cells then remaining to be purchased by the Bankers after due allowance for such release shall be the deficiency for which the Bankers shall be required to make settlement in either of the following ways at their option:

(a) By the actual purchase of the number of A-10 cells (or their equivalent in rated ampere hour capacity) included in such deficiency; or

(b) In lieu of such purchase, by paying to the Edison Company as liquidated damages the sum of Two Dollars ($2.00) for each of the number of A-10 cells included in such deficiency.

(5) The Bankers agree to promote diligently throughout the aforesaid territory the sale of Edison storage battery propelled passenger cars of the class specified in Paragraph Two (2) hereof, and the sale of Edison storage batteries for use upon such storage battery propelled passenger cars, to foster the present and endeavor to create additional demand for such cars and for Edison storage batteries for use thereon, and to manufacture or cause to be manufactured cars sufficient in number and suitable in character to meet such demand, it being the intent and object of this provision to push and promote to such an extent as is reasonably possible the sales and purchases of Edison storage batteries.

(6) The Edison Company agrees to sell and the Bankers agree to purchase and pay for all Edison storage batteries supplied hereunder at the following prices, to-wit: Twenty percent (20%) discount from the Edison Company's general list prices in effect at the date of delivery hereunder of the batteries to the Bankers, and the Edison Company agrees that it will not increase its now current general list prices for present types of Edison storage batteries during the life of this agreement. All prices and deliveries hereunder shall be f.o.b. the Edison Company's factory, Orange, New Jersey, and all payments for such batteries shall be made in cash within thirty days from date of delivery, with two percent (2%) discount for cash within ten days from date of delivery.

(7) The Edison Company agrees to use reasonable diligence with its present manufacturing equipment and system in supplying the Bankers' requirements of Edison storage batteries hereunder, giving all orders hereunder from the Bankers a preference at least over orders from others subsequently placed. It is expressly agreed, however, that the Edison Company shall not be liable for any delay in deliveries of batteries hereunder due to any strike, fire, flood or any unforeseen or unavoidable cause, or due to inability to obtain or delay in obtaining material; nor for any other delay unless caused by the failure of the Edison Company to use reasonable diligence as aforesaid.

(8) The Bankers agree that they will not sell nor otherwise dispose of nor use nor authorize any other person, firm or corporation to use any battery purchased hereunder except for the purpose set forth in Paragraph Two (2)

hereof, and agree that they will not export or ship nor sell for export or shipment, nor otherwise dispose of any of said batteries for export or shipment from the aforesaid territory, except in such particular instances in which the written consent of the Edison Company to such export or shipment shall have been first obtained, and further agree that they will require each vendee, lessee or other user of any and all Edison storage batteries supplied hereunder to enter into agreements not to sell nor otherwise dispose of nor use any battery purchased hereunder except for the purpose set forth in Paragraph Two (2) hereof, and not to export or ship nor sell for export or shipment nor otherwise dispose of any of said batteries for export or shipment from the aforesaid territory, and the Bankers furthermore agree to co-operate with the Edison Company to enforce such agreements. The promises and covenants of the Bankers contained in this paragraph shall be binding upon them during the life of this agreement and also thereafter with respect to any and all batteries supplied hereunder which shall remain in existence and under their control.

(9) The Edison Company guarantees to the Bankers and to each and every subsequent purchaser that each and every battery of Edison storage battery cells which shall be supplied hereunder shall be capable of developing full rated capacity under normal conditions and shall continue to be capable of developing such capacity under normal conditions for a period of at least four years from the date of shipment from the Edison Company's factory, said guaranty being subject to the following conditions and covering such cells only as to which the following conditions shall be faithfully observed:-

(a) Cells installed in a manner approved by the Edison Company at the time of installation or in accordance with written or printed instructions furnished by the Edison Company from time to time.

(b) Cells used only in connection with apparatus of a type approved by the Edison Company.

(c) Cells cared for and operated in a manner approved by the Edison Company or in accordance with such written or printed instructions of the Edison Company as the Edison Company may furnish to accompany each order of cells delivered as a guide for their care and use.

(d) Cells to which the Edison Company's authorized inspectors and agents shall have access for test and inspection at any reasonable time.

The Bankers agree to furnish or cause to be furnished the following information in regard to each installation of batteries to be supplied hereunder, namely: The draw-bar pull of the car on level track; the grade line of the track upon which said car is to be operated; the schedule of operation, and the proposed times of charging and discharging; and agree to use for said cars such equipment of batteries as the Edison Company shall recommend, and to cause to be made periodical inspections of the battery and car by competent inspectors at least six times a year during the four year guaranty period, it being agreed that the Edison Company itself will make periodical inspections by competent inspectors at least six times per year during such guaranty period.

If within such guaranty period of four years any of said batteries shall be found to be incapable of devel-

oping full rated capacity under normal conditions, the Edison Company will at its discretion, when said battery or the defective part thereof has been delivered to it, either replace said battery with another battery of full rated capacity or repair any defective cells of said battery to restore its full rated capacity, all such replacements and repaired cells to be delivered to the Bankers f.o.b. Edison Company's factory, Orange, N. J. It is understood and agreed, however, that whenever new cells are furnished under this guaranty to replace defective or impaired cells, the guarantee receiving such new cells for such replacement shall pay to the Edison Company the same price for each such new cell as the Bankers shall be charged for similar cells at the time of such replacement, less an allowance for the old cell returned, determined by deducting from the price originally paid for such cell a depreciation at the rate of twenty-five percent (25%) per year.

The Edison Company agrees to deliver with each and every battery purchased hereunder a guaranty substantially the same as the foregoing guaranty and transferable to the purchaser of the battery to which the said guaranty applies.

The Edison Company agrees that from time to time upon written or telegraphic report from the Bankers that any battery equipment supplied hereunder is defective or in need of repair at the Edison Company's factory, the Edison Company will loan and forward promptly to such point or points as the Bankers may direct one or two suitable car batteries to replace temporarily the battery or batteries which are to be returned to the Edison Company's factory for replacement or repair, but the Edison Company shall not be required to have outstanding on loan as aforesaid at any one time more than two car batteries. All transportation

charges to and from the Edison Company's factory upon car batteries so loaned shall be paid by the Bankers.

(10) The Edison Company agrees that the Bankers may relinquish their rights under this agreement and terminate the same at any time upon giving thirty days notice in writing to the Edison Company, and the Bankers agree that if they shall be in default at the expiration of said thirty days in the purchase of storage battery cells as required in the schedule contained in Paragraph Four (4) hereof, (the number of cells required to be purchased during any portion of a six months period being determined by prorating the number of days of the six months period elapsed down to the end of said thirty days with the number of days in said six months period), the Bankers will forthwith either purchase a sufficient quantity of cells to make up the total aggregate deficiency existing at the end of said thirty days or pay the Edison Company as liquidated damages the sum of Two Dollars ($2.00) for each one of such number of A-10 cells as shall be required to make up such deficiency.

(11) Upon the breach of any provision of this agreement by the Bankers, the Edison Company shall have the right to revoke the rights hereby granted and to terminate this agreement by giving sixty days notice in writing to the Bankers (such notice may be given by the mailing of a letter, postage prepaid, addressed to F. J. Lisman & Company, 30 Broad Street, New York, N.Y.), but such revocation and termination shall not release the Bankers from any of their promises and covenants contained in Paragraph Eight (8) hereof, or from their promise to pay for cells theretofore furnished hereunder, or from their promise to pay any

sum due as liquidated damages hereunder. Except as hereinafter provided in this paragraph, the Edison Company shall not be required to supply any storage battery, part thereof, or accessory therefor to the Bankers from and after the giving of such notice by the Edison Company, except for the filling of bona fide orders for batteries for the purpose of paragraph two (2) hereof which shall have been already received by the Bankers at the time of the giving of such notice. Provided, however, that if the aforesaid breach shall consist merely in the failure of the Bankers to purchase the minimum number of cells required in the schedule set forth in Paragraph Four (4), the Bankers shall be entitled to the reinstatement of their rights under this agreement if within sixty days after the receipt of the aforesaid notice they shall purchase a sufficient number of cells to make up the total aggregate deficiency existing at the time of the giving of said notice. It is understood and agreed that the Edison Company shall be under no obligation to supply any storage battery, part thereof or accessory therefor to the Bankers during any period in which the Bankers shall be in default in any payment for any battery, part thereof, or accessory therefor sold and delivered hereunder.

(12) It is mutually agreed that upon the termination of this agreement by expiration or otherwise, the Bankers shall be and are hereby licensed to sell and dispose of any and all Edison storage batteries and battery equipment purchased hereunder then or hereafter owned or possessed by them either through original purchase or by repurchase, or by retaking, or otherwise soever; but such

license is strictly limited to the use, sale and disposition of such batteries for the purpose set forth in Paragraph Two (2) hereof, and only in the aforesaid territory, and subject to the provisions of Paragraph Eight (8) hereof, and such limited right of sale and disposition shall run to all trustees under all mortgages, car trusts, deeds of trust or similar instruments.

(13) The Edison Company agrees to indemnify and save the Bankers and their vendees of Edison batteries purchased hereunder harmless from and against any and all liability, judgment, recovery, claim, demand, cost, charge and expense (including counsel fees) in any way incurred by or accruing to the Bankers or their vendees, because of the sale or use of any storage battery cells, parts thereof, or accessories therefor supplied under this agreement, arising out of any suit or action duly instituted against the Bankers or any of their vendees, based upon the claim that the use or the intended use of such battery, part or accessory therefor, device or other improvement thereof infringes upon or is in violation of the United States patent rights of any person, firm, association, or corporation; provided that the Bankers or such vendees shall promptly notify the Edison Company of the institution of any such suit or action, and provided further that the Edison Company shall have the right to be represented by counsel in the defense of such suit or action, and if it so elects, shall have the right to assume sole and entire control of such defense; and provided further that in those cases in which the Edison Company shall elect to assume the sole and entire control of such defense, the Edison Company shall within ten days after the aforesaid notification of the institution of such suit or action, notify the defend-

ant to such suit or action of the intention of the Edison Company to assume the sole and entire control of such defense, and in all such cases in which the Edison Company shall assume such control, the Edison Company shall not be required to pay any counsel fees whatever incurred by the Bankers or their vendees; and provided further, that the Edison Company shall be liable under the provisions of this paragraph only in those cases where the aforesaid infringement is due solely to the use or sale of storage battery cells, parts thereof, or accessories therefor per se, and shall not be liable in those cases in which the infringement is due to the association of said cells, parts or accessories with other apparatus not supplied hereunder. The Edison Company agrees that upon request of the Bankers the Edison Company will furnish in writing to any of the Bankers' vendees of Edison storage batteries supplied hereunder a promise substantially the same as, and subject to the conditions of, the foregoing portion of this paragraph.

(14) The Bankers agree that they will not make any contract or arrangement with any manufacturer of cars whereby any other manufacturer is excluded or substantially excluded from furnishing upon equal terms cars to be equipped for propulsion purposes with Edison storage batteries.

(15) The Edison Company agrees that if the Bankers shall have faithfully performed all their promises and covenants herein contained during the initial period of this agreement, that is to say, up to and including December 31, 1920, the Bankers shall be entitled to a renewal or extension of this agreement for a further period of three years from and after the expiration of the aforesaid initial

period, that is to say, up to and including December 31, 1923, provided that the Bankers shall have given notice in writing to the Edison Company at any time, not less than sixty days nor more than ninety days, prior to the expiration of ~~the said initial period~~ December 31, 1920, stating their desire to have such renewal or extension hereof. Said renewal or extension shall be upon the same terms and conditions as those of the initial period except that the minimum number of cells or their equivalent in rated ampere hour capacity required and agreed to be purchased by the Bankers during the three years of the said renewal or extension, shall be as follows:- (T.A.E.)

During the first six months of the year 1921	- 35750 A-10 cells
During the last six months of the year 1921	- 35750 A-10 cells
During the first six months of the year 1922	- 35750 A-10 cells
During the last six months of the year 1922	- 35750 A-10 cells
During the first six months of the year 1923	- 35750 A-10 cells
During the last six months of the year 1923	- 35750 A-10 cells

(16) This agreement shall take effect upon the date hereof and shall be binding upon the Bankers jointly and severally. The obligations and benefits of the Edison Company hereunder shall be binding upon and inure to the successors and legal representatives of the Edison Company, and the obligations and benefits of the Bankers hereunder shall be binding upon and inure to the successors of the Bankers in the banking business of F. J. Lisman and Company. The Bankers shall not have the right to assign this agree-

ment, nor the right to transfer it except to their successors in the banking business of F. J. Lisman and Company. Such transfer shall not release the respective Bankers during their respective lifetimes from any liability or obligation hereunder; nor shall such transfer release their respective estates from any obligation or liability which shall have accrued hereunder at the times of their respective deaths.

IN WITNESS WHEREOF, the Edison Company has caused this agreement to be signed and sealed in duplicate by its officers thereunto duly authorized, and the Bankers have hereunto set their hands and seals in duplicate the day and year first above written.

(SEAL - Edison Storage Battery Company)

EDISON STORAGE BATTERY COMPANY

By Thos. A. Edison
President

Attest:

Wm. H. Meadowcroft
Secretary

F. J. Lisman & Co.

By F. J. Lisman

Wm. G. Edinburg
Witness to signature of
Frederick J. Lisman

David M. Minzesheimer

William E. Keeza
Witness to signature of
David M. Minzesheimer

William Goodman

F. A. Murray
Witness to signature of
William Goodman

State of New York)
: ss.:
County of New York)

On this 12th day of January, in the year 1914, before me personally came FREDERICK J. LISMAN, DAVID M. MINZESHEIMER and WILLIAM GOODMAN, to me personally known and known by me to be the individuals described in and who executed the foregoing instrument, and severally acknowledged that they executed the same, as and for the purposes set forth therein.

Wm. G. Edinburg

Notary Public Kings County No. 32
Certificate filed in New York County
Reg. No. 29

My commission expires March 30,1914

(SEAL)

Limahan - We put the number of the cells in each guarantee - believe we have no trouble with regard to this - Return to me

Noted

January 20, 1914

Mr. Edison:-

IN RE CONTRACT WITH F. S. LISMAN & COMPANY

There are several points to which your attention should be called in connection with the carrying out of the above contract, to-wit:

(1) Batteries sold under this contract are sold subject to restrictions as to their use. It is doubtful whether these restrictions can be enforced against a purchaser of the batteries subsequent to the Lisman Company in those cases where such purchaser has no notice of the restrictions. For this reason, the advisability and the feasibility of applying a restriction notice to the batteries should be considered. As I understand it, it is impracticable to apply a plate to the sell itself but ~~that~~ a plate may be applied to the tray if desired. Under the contract the Lisman Company agrees that they will require each vendee, lessee or other user of any battery supplied under the contract to enter into an agreement to comply with the restrictions of the contract applicable to the battery. In view of this agreement on the part of the Lisman Company and the rather small likelihood of these batteries being used for other purposes, it may be that as a practical matter you will decide to dispense with restriction notices on the batteries. I assume that a record will be kept by identifying numbers of all cells.

(2) We agree that we will not sell batteries to others for the purpose for which the Lisman Company has an exclusive license under the contract. While the extent of our obligation under this covenant is not entirely clear, I think it will be advisable

for us in all cases where batteries are sold to others to make inquiry as to the use for which these batteries are purchased. I understand from Mr. Bee that as a general rule the Battery Company is informed as to the use the purchaser intends to make of the battery.

(3) A special form of guaranty in accordance with the contract should be prepared to accompany each battery supplied under the contract, and the battery identified in some suitable manner as, for example, by the numbers appearing on the cells.

Henry Lanahan

HL-JS

Our executed copy of the agreement and the letter signed by Mr. Beach and Federal Storage Battery Car Co. have been sent to Mr. H. F. Miller to be filed. An extra copy of the agreement is attached hereto, and I suggest it be turned over to whoever is to have charge of carrying out the Storage Battery Co's part of the contract.

HL

Edison Storage Battery Co.

THOMAS A. EDISON, PRESIDENT
ROBERT A. BACHMAN, VICE-PRES. & GEN. MANAGER
H. F. MILLER, TREASURER
ARTHUR MUDGE, SECRETARY

TRADE MARK
Thomas A. Edison

ORANGE, N.J., U.S.A.

CABLE ADDRESS
"SYNOTIC NEW YORK"

May 22, 1916

Mr. Thomas A. Edison
Orange
N.J.

IN REPLYING
ADDRESS THE COMPANY
AND REFER TO
AM-8-2999

Dear Sir:

Nasty - When were these purchased, its the lot we got some time ago rent it

At the meeting of the Board of Directors to be held on Wednesday May 24th at 2 P.M., at the principal office of the Company, West Orange, N.J., the Board will be asked to ratify the action of the Treasurer in purchasing on behalf of the Company, 25 First Mortgage Bonds of Edison Storage Battery Company maturing on July 1,1916.

Mr Edison
Yes - Bought for Rent Hampton & Crane @ 98 & Int

Yours very truly,
Arthur Mudge
Secretary.

Mr. H. F. Miller

OK

MORTGAGE

EDISON STORAGE BATTERY COMPANY

TO

FIDELITY TRUST COMPANY - TRUSTEE

$2,000,000

DATED SEPTEMBER 1, 1910

M O R T G A G E

THIS INDENTURE made this first day of September, 1916 by and between EDISON STORAGE BATTERY COMPANY, a corporation organized and existing under the laws of the State of New Jersey, and having its principal place of business at West Orange, County of Essex, in said State, party of the first part, (hereinafter called the Company), and FIDELITY TRUST COMPANY, a corporation organized and existing under the laws of the State of New Jersey, and having its principal office in the City of Newark, County of Essex, in said State, party of the second part (hereinafter called the Trustee), WITNESSETH THAT:-

WHEREAS, the Company has heretofore issued bonds secured by a certain mortgage, which said bonds were due for payment July 1, 1916, and certain of which said bonds have not yet been paid; and

WHEREAS, the Company is indebted to Mr. Thomas A. Edison, of West Orange, New Jersey, on open account; and

WHEREAS, the Company has acquired or is about to acquire certain property from said Thomas A. Edison used by the Company including the following:-

Boiler house and stack, including foundation, boilers and settings, blowers, coal and water handling apparatus and other equipment in, upon and about the premises at West Orange, New Jersey, hereinafter designated as Tract 6 and Tract 7;

Machinery, tools, furnaces, tanks, pumps, plating apparatus, electrical apparatus and wiring and other equipment in, upon and about the premises occupied by the Company at West Orange, N. J.;

Buildings, stacks, towers, tanks and other fixtures located upon the premises in Bloomfield and Belleville, N. J. leased or about to be

leased by the Company from said Thomas A. Edison, and machinery, tools, furnaces, boilers, tanks, pumps, electrical apparatus and wiring and other equipment in, upon and about said premises and buildings; and

WHEREAS, the Company has acquired or is about to acquire certain lands and buildings in West Orange, N. J. from said Thomas A. Edison and Thomas A. Edison, Incorporated, a corporation of New Jersey, of West Orange, New Jersey; and

WHEREAS, it is desired to provide funds for redeeming the said outstanding bonds and to enable the mortgage securing said bonds to be discharged; to pay the aforesaid indebtedness on open account to said Thomas A. Edison in whole or in part; to pay in whole or in part for the said land and buildings and other property acquired or to be acquired as aforesaid; to place the Company upon a better financial basis by converting a part or the whole of its outstanding floating indebtedness into a bonded indebtedness; and to provide funds for such other purposes as the Board of Directors in their discretion may deem proper and advisable, the Company with the consent and authorization of its stockholders at a meeting called for such purpose, and in pursuance of due action by its Board of Directors, has determined to issue its first mortgage five percent gold bonds in an amount not to exceed the sum of Two Million Dollars ($2,000,000), and to secure all of the bonds so issued by a mortgage in the terms of this indenture upon the premises, goods, chattels, Letters Patent and applications for Letters Patent hereinafter described, and any and all real estate hereafter to be acquired, which said bonds shall be two thousand (2000) in number and of the par value of One Thousand Dollars ($1000) each, numbered from 1 to 2000, both inclusive. Said bonds are to bear the same date as this indenture, are to be payable upon the dates of maturity hereinafter specified in gold coin of the United States of America of the standard of weight and

fineness existing September 1, 1916, and shall bear interest from September 1, 1916 at the rate of five percent (5%) per annum payable in like gold coin semi-annually on the first day of March and September in each and every year from the first day of March, 1917 until the payment of the principal amount thereof, and shall be issued as coupon bonds and shall have attached thereto coupons representing the semi-annual installments of interest thereon, each of which coupons is to be authenticated by the facsimile signature of the present treasurer or of any future treasurer of the Company, and all such coupon bonds are to be registrable as to principal, and the said bonds with the coupons thereto pertaining are to be substantially of the following form, the distinguishing number and the date of maturity thereof being properly inserted, namely:-

UNITED STATES OF AMERICA

State of New Jersey

No._____

Amount $1000

Edison Storage Battery Company

First Mortgage Five Percent Gold Bond

KNOW ALL MEN BY THESE PRESENTS, that Edison Storage Battery Company, a corporation organized under the laws of the State of New Jersey, for value received, hereby acknowledges itself to be indebted to the bearer, or if registered, to the registered holder hereof in the sum of One Thousand Dollars ($1000), which sum it promises to pay to the lawful holder hereof in gold coin of the United States of America of the standard of weight and fineness existing September 1, 1916, at the office of Edison Storage Battery Company at West Orange aforesaid on the first day of , Nineteen Hundred and (unless sooner paid as hereinafter provided),

with interest thereon at the rate of five percent (5%) per annum payable in like gold coin at said office on the first day of March and September in each and every year, on the presentation and surrender of the annexed coupons as they severally mature.

The principal and interest on this bond are payable without deduction for any tax or taxes or stamp duties (other than succession, inheritance or estate taxes) which said Edison Storage Battery Company or Fidelity Trust Company, Trustee under the mortgage hereinafter referred to, may be required to pay thereon or to retain or to deduct therefrom under any present or future law of the United States of America or any State, County, Municipality or any taxing authority thereof.

This bond is one of a duly authorized issue of bonds of said Edison Storage Battery Company of like date, tenor and effect, except as to the distinguishing number and date of maturity thereof, issued and to be issued to an amount not to exceed Two Million Dollars ($2,000,000) in the aggregate, and numbered from 1 to 2000, inclusive, under and in pursuance of and all ratably secured by the first mortgage bearing even date herewith, duly executed by said Edison Storage Battery Company to the Fidelity Trust Company, of Newark, New Jersey, as Trustee, of and upon the property mentioned therein, to which indenture of mortgage reference is hereby made for the description of the property mortgaged and the nature and extent of the security and the rights of the holders of said bonds under the same, and the terms and conditions upon which said bonds are issued, secured and payable.

If default shall be made in the payment of interest on this bond or in the performance or observance of any of the covenants, obligations and agreements in said mortgage contained, then the principal of this bond may be declared and become due and payable, but only on the conditions and in the manner and at the time provided in said mortgage.

This bond is subject to redemption at the option of said Edison Storage Battery Company on September 1, 1917 or on any interest date thereafter at one hundred and five percent (105%) of the face value thereof, and accrued interest, upon notice, as provided in said mortgage.

This bond until registered shall pass by delivery. It may as to principal be registered in the books of said Edison Storage Battery Company to be kept at its office in West Orange aforesaid; and if so registered will thereafter be transferable only upon the books of the said Edison Storage Battery Company by the owner in person or by his attorney, unless the last preceding transfer shall have been to bearer and the transfer by delivery thereby restored. And it shall be susceptible of successive registations and transfers to bearer at the option of the holders, but such registration shall not affect the negotiability of the annexed coupons, which shall continue to be transferred by delivery merely and payable to bearer.

No recourse shall be had for the payment of the principal or interest of this bond to the stockholders, officers or directors, present or future, of said Edison Storage Battery Company, either directly or indirectly, by virtue of any statute or by enforcement of any assessment or otherwise, and any and all liability of such stockholders, officers and directors in respect to said bonds is hereby expressly waived and released by every holder hereof.

This bond shall not be valid until authenticated by a certificate of the Fidelity Trust Company as Trustee endorsed thereon, or its successor in trust

IN WITNESS WHEREOF, said Edison Storage Battery Company has caused these presents to be signed by its Vice-President and Financial Executive

and its corporate seal to be hereunto affixed and attested by its Secretary, and the coupons for such interest bearing the facsimile signature of its Treasurer to be attached hereto this first day of September, 1916.

EDISON STORAGE BATTERY COMPANY.

By_____

Vice-President and Financial Executive

Attest:-

_____

Secretary

COUPON

No._____

On the first day of _____, 19__, Edison Storage Battery Company will pay to the bearer at its office in West Orange, N. J. Twenty-five Dollars ($25.00) in gold coin of the standard of weight and fineness existing September 1, 1916, being six months interest on its first mortgage gold bond No._____, on the presentation and surrender of this coupon, unless said bond shall be sooner redeemed.

_____

$25.00 Treasurer

AND WHEREAS, on each of said bonds there is to be endorsed a certificate of the Trustee or of its successor appointed hereunder, that said bond is one of the bonds described in this indenture and no bond is to be secured by this indenture or to be obligatory for any purpose unless such certificate shall have been executed by the Trustee or its duly appoint-

ed successor, which certificate is to be of the following form, namely:

TRUSTEE'S CERTIFICATE

Fidelity Trust Company hereby certifies that the within bond is one of the series of bonds described in the mortgage within mentioned.

Fidelity Trust Company

by_____

Trust Officer

AND WHEREAS all acts and things prescribed by law and by the by-laws of the Company necessary to make said bonds, when authenticated by the certificate of the Trustee, valid, binding and legal obligations of the Company, and these presents a valid indenture according to its tenor to secure and to provide for the payment of said bonds, have been done or performed or have happened, and the form, execution, issue and delivery of said bonds, and the form, execution and delivery of this indenture have been in all respects duly authorized by the Board of Directors and by the stockholders of the Company.

NOW, THIS INDENTURE WITNESSETH:-

That in consideration of the premises and of the purchase and acceptance of such bonds by the holders thereof and of the sum of One Dollar to it duly paid by the Trustee at or before the ensealing and delivery of these presents, the receipt whereof is hereby acknowledged, and in order to secure the payment of the principal and interest of all such bonds at any time issued and outstanding under this indenture according to their tenor and effect and the performance of all the covenants herein contained and to

declare the terms and conditions upon which said bonds are issued and received, the Company has executed and delivered these presents and has granted, bargained, sold, aliened, released, conveyed, confirmed, assigned, transferred, mortgaged, set over and warranted, and by these presents does grant, bargain, sell, alien, release, convey, confirm, assign, transfer, mortgage, set over and warrant unto Fidelity Trust Company, a corporation of the State of New Jersey, having its principal office in the City of Newark, County of Essex in said State, all the following described property, namely:-

First: (a) All that tract or parcel of land and premises, hereinafter particularly described, situate, lying and being in the Borough of Glen Ridge in the County of Essex and State of New Jersey.

BEGINNING in the north-easterly line of Bloomfield Avenue at the easterly corner of property now or formerly of Mrs. E. Benson, which corner is also distant in said line of Bloomfield Avenue, three hundred and ninety one and sixty four one hundredths feet more or less westerly from the centre line of Herman Street; thence running along Bloomfield Avenue south twenty three degrees, thirty two minutes east, one hundred and sixty nine and sixty hundredths feet; thence north forty five degrees, twenty seven and one half minutes east, five hundred and forty and thirty five one hundredths feet more or less to the southerly line of Belleville Avenue; thence along the same the different courses thereof one hundred and thirty seven feet or more to the north-easterly corner of said Benson's land; thence along the same south forty eight degrees, five minutes west, four hundred and seventy two feet more or less to Bloomfield Avenue and place of beginning. Being the same premises conveyed to the party of the first part by Thomas A. Edison and wife by their deed dated July 11th, 1901, and recorded in the Register's Office of the County of Essex in book N-34 of Deeds for said County on pages 460 et seq.

(b) All those tracts or parcels of land and premises hereinafter particularly described, situate, lying and being in the Town of West Orange, in the County of Essex and State of New Jersey.

Tract 1.

BEGINNING at the intersection of the easterly line of Valley Street with the southerly line of Lakeside Avenue, and running thence along said line of Lakeside Avenue South forty-eight degrees thirty-seven minutes East three hundred and thirty-one feet and twenty-nine one hundredths of a foot to the westerly line of Ashland Avenue; thence along said line of Ashland Avenue South forty-eight degrees twenty-two minutes West six hundred and thirty-five feet and fifty one hundredths of a foot to the Northerly line of Charles Street; thence along said line of Charles Street North forty-one degrees thirty-eight minutes West one hundred and fifty feet; thence parallel with Ashland Avenue North forty-eight degrees twenty-two minutes East ninety feet; thence parallel with Charles Street South forty-one degrees thirty-eight minutes East fifty feet; thence parallel with Ashland Avenue North forty-eight degrees twenty-two minutes East thirty feet; thence parallel with Charles Street North forty-one degrees thirty-eight minutes West fifty feet; thence parallel with Ashland Avenue North forty-eight degrees twenty-two minutes East two hundred and ninety-eight feet and ninety-four one hundredths of a foot; thence North thirty-eight degrees fifty-six minutes West one hundred and fifty feet more or less to the easterly line of Valley Street; thence north-easterly along said line of Valley Street, curving to the left on an arc of a circle having a radius of eight hundred and twenty-seven feet and fifty one hundredths of a foot, a distance of one hundred and twenty-one feet and twenty-eight one hundredths of a foot, and thence still along said line of Valley Street North thirty-six degrees fifteen minutes East fifty feet and forty-four one hundredths

of a foot to the southerly line of Lakeside Avenue and point of Beginning. Being the same premises conveyed to National Phonograph Company (now named Thomas A. Edison, Incorporated) by deed from Edison Manufacturing Company, dated October 30, 1905, and recorded in the office of the Register of Deeds for Essex County in Book 1-39 of Deeds for said County on pages 286-288.

Tract 2.

BEGINNING at a point in the southerly line of land formerly of Andrew O'Connor distant therein one hundred feet westerly from the westerly line of Ashland Avenue; thence along said O'Connor's line westerly fifty feet; thence southerly about parallel with Ashland Avenue thirty feet; thence easterly and parallel with the first mentioned line fifty feet to a point distant one hundred feet westerly from the westerly line of Ashland Avenue; thence northerly thirty feet to the place of Beginning. Being the same premises conveyed to National Phonograph Company (now named Thomas A. Edison, Incorporated) by deed from Susan I. Sexton and Cornelius E. Sexton, her husband, dated September 4, 1908, and recorded in the office of the Register of Deeds for Essex County in Book D-44 of Deeds for said County on pages 150-152.

Tract 3.

BEGINNING on the northerly side of Charles Street in the line of Lot No. 8 in Block G as laid down on Map No. 1 of property of D. N. Ropes; thence running along said Charles Street Westerly sixty feet; thence Northerly at right angles with said Charles Street sixty-five feet; thence Easterly parallel with said Charles Street sixty feet; and thence Southerly at right angles with said Charles Street sixty-five feet to said Charles Street and place of Beginning. Being the same premises conveyed to Thomas A. Edison, Incorporated by deed from Heman J. Redfield and Eva F. Redfield, dated March 27, 1912, and recorded in the Office of the Register of Deeds for

Essex County in Book P-52 of Deeds for said County on pages 338-339.

Tract 4.

BEGINNING at a point in the Easterly line of Valley Street or Road distant Twenty-five feet Northeasterly from the Northwesterly corner of land formerly belonging to the Estate of Aaron B. Harrison which beginning point is also the Northwesterly corner of land formerly conveyed to Mary Morris; thence along her line Southeasterly One Hundred and Fifty feet; thence North forty-eight degrees, twenty-two minutes East Twenty-five feet; thence Northwesterly One Hundred and Fifty feet to the said Valley Street or Road and thence along the same Southwesterly Twenty-five feet more or less to the line of said Morris and place of Beginning. Being the same premises conveyed to said Edison Storage Battery Company by George A. Poppa and Fannie M. Poppa, his wife, by deed dated May 23, 1913 and recorded in Book P-53 of Deeds for Essex County on pages 60-61.

Tract 5.

BEGINNING at a point in the easterly line of Valley Street or Road at the Northwesterly corner of land formerly belonging to the Estate of Aaron B. Harrison; thence running South thirty-eight degrees, fifty-six minutes East, one hundred and forty-eight feet and eighty hundredths of a foot; thence running North forty-eight degrees, twenty-two minutes East, twenty-five feet; thence running Northwesterly one hundred and fifty feet more or less to a point in the Easterly line of said Valley Street or Road distant along the line of said Street or Road twenty-five feet Northeasterly from the place of beginning; thence running Southwesterly along the Easterly line of said Valley Street or Road twenty-five feet to the place of Beginning. Being the same premises conveyed to said Edison Storage Battery Company by George A. Poppa and Fannie M. Poppa, his wife, by deed dated July 1, 1913 and recorded in Book P-53 of deeds for Essex County on pages

61-65.

Tract 6.

BEGINNING on the southerly side of Lakeside Avenue at a point therein distant one hundred and fifty feet easterly from Ashland Avenue; thence running southerly on a line at right angles to Lakeside Avenue one hundred and sixty and seventy-five hundredths feet to land now or formerly of Henry Miller; thence running westerly along said Miller's line twenty-five feet and eighteen and one half hundredths of a foot to land now or formerly of Bernard Byrne; thence running along the land of said Bernard Byrne one hundred and fifty-seven feet and sixty-nine hundredths of a foot more or less to Lakeside Avenue; thence running easterly along the line of said Avenue twenty-five feet to the Beginning. Being the easterly half of lot No. 21, block H, as laid down on Map No. 1 of property of D. N. Ropes, and a part of the premises conveyed to said Edison Storage Battery Company by John Contrell and Jennie A. Contrell, his wife, by deed dated July 1, 1913 and recorded in Book F-53 of Deeds for said County on pages 63-65.

Tract 7.

BEGINNING on the southerly side of Lakeside Avenue at a point therein distant one hundred and fifty feet easterly from Ashland Avenue; thence running along said Lakeside Avenue easterly twenty-five feet; thence southerly at right angles with said Lakeside Avenue one hundred and sixty three feet and eighty hundredths of a foot to land now or lately of Henry Miller; thence along the same (being lot #24 on the map hereinafter referred to) twenty-five feet and eight hundredths of a foot to lot #21 and thence along the same at right angles with said Lakeside Avenue, northerly one hundred and sixty feet and nine inches to said Lakeside Avenue and place of Beginning. Being the westerly half of lot #20 in Block H on Map #1 of property of D. N. Ropes, and part of the same premises conveyed to said

Edison Storage Battery Company by John Contrell and Jennie A. Contrell, his wife, by deed dated July 1, 1913, and recorded in Book F-53 of Deeds for said County on pages 63-65.

Tract 8.

BEGINNING in the westerly line of the premises described in the deed from Estelle Joralemon to Mary Beirne, recorded in Book C 32 of Deeds for Essex County, on pages 281, etc., at a point distant fifty feet northerly from lands formerly of one Shrump and now of Thomas A. Edison, Incorporated (National Phonograph Company renamed), which beginning point is also distant one hundred and four feet and sixty-four hundredths of a foot from a point in the southerly side of Lakeside Avenue, one hundred feet east of Ashland Avenue; running thence southeasterly in a straight line parallel to Lakeside Avenue a distance of twenty-five feet to land formerly of one Patrick Drury and now of said Edison Storage Battery Company, thence southwesterly along said land of said Edison Storage Battery Company at right angles to Lakeside Avenue, a distance of fifty-one and eight tenths feet more or less to lands formerly of said Shrump and now of said National Phonograph Company and to the southern extremity of a triangular plot conveyed to said National Phonograph Company by deed dated April 5, 1907 and recorded in Book I 41 of Deeds for Essex County on pages 583 to 585; and thence northerly in a straight line along the eastern boundary of said triangular plot fifty-seven and one-half feet more or less to the place of Beginning. Being the same premises conveyed to said Edison Storage Battery Company by Mary Beirne and Bernard Beirne, her husband, by deed dated November 18, 1913 and recorded in Book Q-53 of Deeds for said County on pages 295-296.

Together with all the buildings and works now or hereafter erected upon the aforesaid tracts or parcels of land and premises, and all and singular the tenements, hereditaments and appurtenances thereunto belongingor

in any wise appertaining, and the reversions and remainders, rents issues and profits thereof.

Second: All of the buildings, stacks, towers, tanks and other fixtures now owned or hereafter acquired by the Company on certain tracts or parcels of land situate in the Towns of Belleville and Bloomfield, in the County of Essex and State of New Jersey, which said tracts or parcels of land are leased or about to be leased by Thomas A. Edison to the Company.

Third: All patterns and drawings now owned or hereafter to be acquired by the Company and used in its business.

Fourth: All machinery, tools, furnaces, tanks, pumps, plating apparatus including cranes, electrical apparatus (including transformers, switch-boards, testing panels, rheostats, motors, generators and cables and wiring) boilers, coal and water handling apparatus, implements, fixtures, fittings and factory appliances, and other apparatus of whatever kind now owned or hereafter acquired by the Company and used by it in its manufacturing business.

Fifth: All office furniture and fixtures now owned or hereafter acquired by the Company and used by it in its business.

Sixth: All patents, patent applications and patent rights now owned or hereafter to be acquired by the Company including the following Letters Patent of the United States of America and applications for such Letters Patent:

PATENTS.

No. 692,507, granted Feb. 4, 1902, upon an application of Thomas A. Edison.
No. 700,135, granted May 13, 1902, upon an application of Thomas A. Edison.
No. 700,137, granted May 13, 1902, upon an application of Thomas A. Edison.
No. 701,604, granted June 3, 1902, upon an application of Thomas A. Edison.
No. 704,303, granted July 8, 1902, upon an application of Thomas A. Edison.
No. 704,304, granted July 8, 1902, upon an application of Thomas A. Edison.
No. 704,305, granted July 8, 1902, upon an application of Thomas A. Edison.
No. 704,306, granted July 8, 1902, upon an application of Thomas A. Edison.
No. 721,662, granted March 3, 1903, upon an application of Thomas A. Edison.
No. 723,449, granted March 24, 1903, upon an application of Thomas A. Edison.

No. 723,450, granted March 24, 1903, upon an application of Thomas A. Edison.
No. 727,117, granted May 5, 1903, upon an application of Thomas A. Edison.
No. 727,116, granted May 5, 1903, upon an application of Thomas A. Edison.
No. 754,856, granted March 15, 1904, upon an application of Thomas A. Edison.
No. 754,859, granted March 15, 1904, upon an application of Thomas A. Edison.
No. 764,183, granted July 5, 1904, upon an application of Thomas A. Edison.
No. 765,371, granted July 19, 1904, upon an application of J. W. Aylsworth.
No. 767,554, granted August 16, 1904, upon an application of Thomas A. Edison.
No. 781,867, granted Feb. 7, 1905, upon an application of J. W. Aylsworth.
No. 785,297, granted March 21, 1905, upon an application of Thomas A. Edison.
No. 797,845, granted August 22, 1905, upon an application of Thomas A. Edison.
No. 813,491, granted Feb. 27, 1906, upon an application of Thomas A. Edison.
No. 817,182, granted April 10, 1906, upon an application of J. W. Aylsworth.
No. 821,032, granted May 22, 1906, upon an application of Thomas A. Edison.
No. 821,623, granted May 29, 1906, upon an application of Thomas A. Edison.
No. 821,624, granted May 29, 1906, upon an application of Thomas A. Edison.
No. 821,625, granted May 29, 1906, upon an application of Thomas A. Edison.
No. 821,626, granted May 29, 1906, upon an application of Thomas A. Edison.
No. 821,627, granted May 29, 1906, upon an application of Thomas A. Edison.
No. 821,628, granted May 29, 1906, upon an application of Thomas A. Edison.
No. 827,297, granted July 31, 1906, upon an application of Thomas A. Edison.
No. 831,269, granted Sept. 18, 1906, upon an application of Thomas A. Edison.
No. 837,273, granted Dec. 4, 1906, upon an application of J. W. Aylsworth.
No. 839,371, granted Dec. 25, 1906, upon an application of Thomas A. Edison.
No. 850,455, granted April 16, 1907, upon an application of J. F. Ott.
No. 850,913, granted April 23, 1907, upon an application of Thomas A. Edison.
No. 852,424, granted May 7, 1907, upon an application of Thomas A. Edison.
No. 854,200, granted May 21, 1907, upon an application of Thomas A. Edison.
No. 857,041, granted June 18, 1907, upon an application of Thomas A. Edison.
No. 857,929, granted June 25, 1907, upon an application of Thomas A. Edison.
No. 860,195, granted July 16, 1907, upon an application of Thomas A. Edison.
No. 861,242, granted July 23, 1907, upon an application of Thomas A. Edison.
No. 862,145, granted August 6, 1907, upon an application of Thomas A. Edison.
No. 865,687, granted Sept. 10, 1907, upon an application of Thomas A. Edison.
No. 865,688, granted Sept. 10, 1907, upon an application of Thomas A. Edison.
No. 870,024, granted Nov. 5, 1907, upon an application of Thomas A. Edison.
No. 871,214, granted Nov. 19, 1907, upon an application of Thomas A. Edison.
No. 873,220, granted Dec. 10, 1907, upon an application of Thomas A. Edison.
No. 876,445, granted Jan. 14, 1908, upon an application of Thomas A. Edison.
No. 879,612, granted Feb. 18, 1908, upon an application of Thomas A. Edison.
No. 879,859, granted Feb. 25, 1908, upon an application of Thomas A. Edison.
No. 880,464, granted Feb. 25, 1908, upon an application of Thomas A. Edison.
No. 880,957, granted March 3, 1908, upon an application of J. W. Aylsworth.
No. 880,978, granted March 3, 1908, upon an application of Thomas A. Edison.
No. 880,979, granted March 3, 1908, upon an application of Thomas A. Edison.
No. 882,144, granted March 17, 1908, upon an application of Thomas A. Edison.
No. 895,811, granted August 25, 1908, upon an application of Thomas A. Edison.
No. 896,612, granted August 25, 1908, upon an application of Thomas A. Edison.
No. 898,404, granted Sept. 8, 1908, upon an application of Thomas A. Edison.
No. 898,633, granted Sept. 15, 1908, upon an application of Thomas A. Edison.
No. 914,342, granted March 2, 1909, upon an application of Thomas A. Edison.
No. 914,343, granted March 2, 1909, upon an application of Thomas A. Edison.
No. 914,372, granted March 2, 1909, upon an application of Thomas A. Edison.
No. 936,435, granted Oct. 12, 1909, upon an application of Thomas A. Edison.

No. 936,525, granted Oct. 12, 1909, upon an application of Thomas A. Edison.
No. 938,451, granted Oct. 26, 1909, upon an application of J. W. Aylsworth.
No. 940,635, granted Nov. 16, 1909, upon an application of Thomas A. Edison.
No. 946,540, granted Jan. 18, 1910, upon an application of Thomas A. Edison.
No. 948,542, granted Feb. 8, 1910, upon an application of Thomas A. Edison.
No. 948,550, granted Feb. 8, 1910, upon an application of Thomas A. Edison.
No. 950,227, granted Feb. 22, 1910, upon an application of Thomas A. Edison.
No. 955,317, granted April 26, 1910, upon an application of Thomas A. Edison.
No. 976,791, granted Nov. 22, 1910, upon an application of Edison & Aylsworth
No. 977,772, granted Nov. 22, 1910, upon an application of Thomas A. Edison.
No. 986,329, granted April 4, 1911, upon an application of J. F. Ott.
No. 999,762, granted August 8, 1911, upon an application of Thomas A. Edison.
No. 1012,828, granted Dec. 23, 1911, upon an application of Thomas A. Edison.
No. 1015,874, granted Feb. 6, 1912, upon an application of Thomas A. Edison.
No. 1034,002, granted July 30, 1912, upon an application of Thomas A. Edison.
No. 1034,003, granted July 30, 1912, upon an application of Thomas A. Edison.
No. 1036,471, granted August 20, 1912, upon an application of Thomas A. Edison.
No. 1045,291, granted Nov. 26, 1912, upon an application of W. E. Holland.
No. 1050,436, granted Jan. 14, 1913, upon an application of Thomas A. Edison.
No. 1073,107, granted Sept. 16, 1913, upon an application of Thomas A. Edison.
No. 1078,761, granted Nov. 18, 1913, upon an application of O. A. Rogers.
No. 1088,353, granted Jan. 6, 1914, upon an application of Thomas A. Edison.
No. 1088,355, granted Jan. 6, 1914, upon an application of Thomas A. Edison.
No. 1115,453, granted Oct. 27, 1914, upon an application of Thomas A. Edison.
No. 1116,093, granted Nov. 10, 1914, upon an application of M. R. Hutchison.
No. 1117,493, granted Nov. 17, 1914, upon an application of M. R. Hutchison.
No. 1130,977, granted March 9, 1915, upon an application of M. R. Hutchison.
No. 1165,100, granted Dec. 21, 1915, upon an application of W. E. Holland.
No. 1165,101, granted Dec. 21, 1915, upon an application of Hutchison & Norton
No. 1167,484, granted Jan. 11, 1916, upon an application of Thomas A. Edison.
No. 1167,485, granted Jan. 11, 1916, upon an application of Thomas A. Edison.
No. 1176,063, granted April 4, 1916, upon an application of Thomas A. Edison.
No. 1187,149, granted June 13, 1916, upon an application of M. R. Hutchison.

Applications.

Serial No. 806,369, filed Dec. 13, 1913, by Heinrich H. Meno Kammerhoff for Current Supplying Apparatus.

Serial No. 817,494, filed Feb. 9, 1914, by Heinrich H. Meno Kammerhoff for Gas Filtering or Separating Valves. Patented July 11, 1916, No. 1,190,654.

Serial No. 817,493, filed Feb. 9, 1914, by Heinrich H. Meno Kammerhoff for Galvanic Batteries.

Serial No. 824,293, filed Apr. 25, 1914, by M. R. Hutchison for Storage Batteries.

Serial No. 840,452, filed May 23, 1914, by M. R. Hutchison and C. W. Norton for Storage Batteries.

Serial No. 851,755, filed July 18, 1914, by M. R. Hutchison for Filling Device or Valve for Storage Batteries or other Receptacles.

Serial No. 856,527, filed Aug. 13, 1914, by Charles W. Horton for Secondary or Storage Battery

Serial No. 4,125, filed Jan. 25, 1915, by Jerry Chesler for Power Transmission Devices.

Serial No. 62,981, filedNov. 23, 1915, by James F. Monahan for Electric Safety Lantern.

Serial No. 64,207, filed Nov. 30, 1915, by James F. Monahan for Tray for Battery Cells.

Serial No. 66,127, filed Dec,. 22, 1915, by Roscoe J. Smith for Galvanic Batteries.

Seventh: The good will of the business of the Company and all property, property rights and assets now owned or hereafter acquired by the Company excepting the following, viz: the Company's current and working assets, including Cash, Accounts Receivable, Bills Receivable, Notes Receivable, all raw and partly manufactured materials for use in the manufacture of products by the Company, all work in process of such manufacture, all products so manufactured or purchased to be sold by the Company in the course of its business, and all earnings, profits and income lawfully used or to be used for the payment of dividends to stockholders or for the creation of a surplus, and it is expressly agreed that all property excepted as aforesaid shall be free from the lien of this indenture, notwithstanding anything to the contrary herein contained.

TO HAVE AND TO HOLD ALL and singular the above granted and described premises, goods, chattels, and property, with the appurtenances thereunto belonging, according to the several natures and characters thereof unto the said Trustee, its successors and assigns, forever, IN TRUST, nevertheless, for the equal and proportionate benefit and security of all present and future holders of the bonds, issued and to be issued hereunder, and for the enforcement of the payment of such bonds, when payable, and to secure the performance of and the compliance with the covenants and conditions of

this indenture, without preference, priority or distinction as to lien or otherwise, of any one bond over any other bond by reason of priority in the issue or negotiation thereof, or by reason of any other cause; so that each and every bond issued and to be issued as aforesaid shall have the same right, lien and privilege, under this indenture as every other bond, and so that the principal and interest of every such bond shall, subject to the terms hereof, be secured hereby equally and proportionately with every other bond as if all had been made, executed, delivered and negotiated simultaneously with the execution and delivery of this indenture; it being intended that the lien and security of this indenture and of all bonds issued hereunder shall take effect from the day of the date hereof as though upon such day all of such bonds were actually issued, executed and delivered to and were outstanding in the hands of innocent purchasers for value. And it is hereby expressly covenanted and declared that all of said bonds are to be issued, certified, delivered and held, and that the mortgaged property is to be held by the Trustee, subject to the following further covenants, conditions and provisions, namely:

ARTICLE 1.

GENERAL PROVISIONS.

Section 1. The amount of bonds secured by this mortgage which may be issued by the Company and certified by the Trustee is limited to the aggregate principal sum of Two Million Dollars.

Section 2. Each of the bonds issued hereunder shall be substantially of the form and tenor hereinbefore set forth and for the principal sum of One Thousand Dollars ($1000). The dates of maturity of the several bonds shall be as follows, to wit:-

Nos.	1 to	30	inclusive shall mature	September 1, 1917.
Nos.	31 to	60	inclusive shall mature	March 1, 1918.
Nos.	61 to	90	inclusive shall mature	September 1, 1918.
Nos.	91 to	120	inclusive shall mature	March 1, 1919.

Nos. 121	to	150	inclusive shall mature September 1,	1919.
Nos. 151	to	180	inclusive shall mature March 1,	1920.
Nos. 181	to	210	inclusive shall mature September 1,	1920.
Nos. 211	to	240	inclusive shall mature March 1,	1921.
Nos. 241	to	270	inclusive shall mature September 1,	1921.
Nos. 271	to	300	inclusive shall mature March 1,	1922.
Nos. 301	to	330	inclusive shall mature September 1,	1922.
Nos. 331	to	360	inclusive shall mature March 1,	1923.
Nos. 361	to	390	inclusive shall mature September 1,	1923.
Nos. 391	to	420	inclusive shall mature March 1,	1924.
Nos. 421	to	450	inclusive shall mature September 1,	1924.
Nos. 451	to	480	inclusive shall mature March 1,	1925.
Nos. 481	to	510	inclusive shall mature September 1,	1925.
Nos. 511	to	540	inclusive shall mature March 1,	1926.
Nos. 541	to	570	inclusive shall mature September 1,	1926.
Nos. 571	to	600	inclusive shall mature March 1,	1927.
Nos. 601	to	630	inclusive shall mature September 1,	1927.
Nos. 631	to	660	inclusive shall mature March 1,	1928.
Nos. 661	to	690	inclusive shall mature September 1,	1928.
Nos. 691	to	720	inclusive shall mature March 1,	1929.
Nos. 721	to	750	inclusive shall mature September 1,	1929.
Nos. 751	to	780	inclusive shall mature March 1,	1930.
Nos. 781	to	810	inclusive shall mature September 1,	1930.
Nos. 811	to	840	inclusive shall mature March 1,	1931.
Nos. 841	to	870	inclusive shall mature September 1,	1931.
Nos. 871	to	900	inclusive shall mature March 1,	1932.
Nos. 901	to	930	inclusive shall mature September 1,	1932.
Nos. 931	to	960	inclusive shall mature March 1,	1933.
Nos. 961	to	990	inclusive shall mature September 1,	1933.
Nos. 991	to	1020	inclusive shall mature March 1,	1934.
Nos.1021	to	1050	inclusive shall mature September 1,	1934.
Nos.1051	to	1080	inclusive shall mature March 1,	1935.
Nos.1081	to	1110	inclusive shall mature September 1,	1935.
Nos.1111	to	1140	inclusive shall mature March 1,	1936.
Nos.1141	to	1170	inclusive shall mature September 1,	1936.
Nos.1171	to	1200	inclusive shall mature March 1,	1937.
Nos.1201	to	1230	inclusive shall mature September 1,	1937.
Nos.1231	to	1260	inclusive shall mature March 1,	1938.
Nos.1261	to	1290	inclusive shall mature September 1,	1938.
Nos.1291	to	1320	inclusive shall mature March 1,	1939.
Nos.1321	to	1350	inclusive shall mature September 1,	1939.
Nos.1351	to	1380	inclusive shall mature March 1,	1940.
Nos.1381	to	1410	inclusive shall mature September 1,	1940.
Nos.1411	to	1440	inclusive shall mature March 1,	1941.
Nos.1441	to	2000	inclusive shall mature September 1,	1941.

Section 3. The bonds issued hereunder shall be issued in the name and on behalf of the Company by its Vice-President and Financial Executive and shall be sealed with its corporate seal, attested by its Secretary, and all coupons shall be authenticated by the facsimile signature of the present or any future Treasurer of the Company. The bonds and coupons so executed shall

be deemed obligatory for all purposes without regard to the fact that the officers executing said bonds or the officer whose facsimile signature shall appear on the coupons or any of them shall have ceased to be such officer at the date of the actual certification and issuance of said bonds.

Section 4. The bonds hereby secured shall be executed, certified and delivered as coupon bonds. Before certifying and delivering any bond hereby secured, all coupons thereof then matured shall be detached. The bonds shall be dated September 1, 1916. Only such of the bonds as shall bear thereon a certificate substantially of the form hereinbefore recited, duly executed by the Trustee, shall be secured by this indenture or shall be entitled to any benefit hereunder. No bond nor any coupon thereunto appertaining shall be valid for any purpose until such certificate shall have been duly endorsed on such bond. Every such certificate of the Trustee on any bond executed by the Company shall be conclusive and the only evidence that the bond so certified was duly issued hereunder and that the same is entitled to the trust hereby created.

Section 5. Unless registered as to principal, as herein provided, the bonds shall pass by delivery. The holder of any bond issued hereunder, however, may have the ownership thereof registered as to principal only in books to be kept by the Company for the purpose at its office in West Orange, Essex County, New Jersey. Such registry shall be noted on the bond, and thereafter no transfer thereof shall be valid unless made on such books by the registered owner in person or by his attorney duly authorized in writing and similarly noted on the bond; but such bond may be discharged from registry by being in like manner transferred to bearer and thereupon transferability by delivery shall be restored; and again from time to time any bond may be registered or transferred to bearer as before. Such registration, however,

shall not effect the negotiability of the coupons which shall always be transferred by delivery merely, and payable to bearer.

Section 6. In case any bond issued hereunder with the coupons thereto appertaining, shall become mutilated or be lost or be destroyed, the Company in its discretion may execute, and thereupon the Trustee shall certify and deliver a new bond of like tenor, date and amount and bearing the same serial number, in exchange and substitution for and upon cancellation of the mutilated bond and its coupons, or in lieu of and in substitution for the bond and its coupons so lost or destroyed, upon receipt of evidence satisfactory to the Company and to the Trustee of the loss or destruction of such bond and its coupons and upon receipt also of indemnity satisfactory to the Company and to the Trustee. The Trustee shall not be liable for anything done by it in good faith under the provisions of this section. At the time of delivery of any new bond pursuant to the provisions of this section, the owner of such mutilated or lost or destroyed bond shall reimburse the Company for any reasonable expense incurred by the Company, including counsel fees and the charges of the Trustee in connection with the execution and certification of such new bond, and also for any stamp tax or governmental charge incidental to the execution, certification and delivery of such new bond.

Section 7. Until said bonds have been engraved or lithographed in definitive form, the Company may issue and deliver in its discretion temporary bonds without coupons in lieu thereof, substantially of the tenor of the bonds to be issued as hereinbefore recited except in respect to denomination and with appropriate variations in form and denomination, and exchangeable for definitive bond or bonds of equal face value when ready for delivery. The temporary bonds so issued shall be payable to bearer and shall bear thereon certificates substantially in the form hereinbefore recited,

duly executed by the Trustee. Every temporary bond so issued shall be subject to all the provisions and entitled to all the security of this indenture and when and as any interest is paid upon such temporary bond, such payment shall be noted thereon.

Section 6. The bonds secured by this mortgage are and shall be redeemable on the first day of September, 1917 or at any interest date thereafter at one hundred and five percent (105%) of the face value thereof and accrued interest, at the pleasure of the Company expressed by resolution of its Board of Directors; said redemption to be made as follows:- Whenever the Board of Directors of the Company shall desire to redeem any of such bonds, they shall pass a resolution setting forth the amount of bonds (at their par value) desired to be redeemed, and the serial numbers of the bonds to be redeemed shall be drawn, by lot in such manner as the Trustee may determine, at least fifty days before the date upon which the bonds so drawn are to be redeemed, said drawing in each case to be made first only from the group of bonds then outstanding having the latest maturity date. If the number of bonds then outstanding of the group having the latest maturity date shall be equal to or less than the number of bonds which it is then desired to redeem, all of the then outstanding bonds of such group shall be redeemed, and any additional bonds which are to be then redeemed shall be determined by drawing by lot from the serial numbers of the group having the next latest date of maturity, it being the intention in every case that no bond shall be drawn for redemption under the provisions of this paragraph so long as there is any bond having a later maturity outstanding and not drawn for redemption. When the numbers of the said bonds shall have been drawn as aforesaid, the Company shall cause notice to be published at least twice a week during the six weeks

next preceding the date upon which the bonds so drawn are to be redeemed and retired, in one daily newspaper published in the City of Newark, New Jersey, and the Borough of Manhattan, City of New York, N. Y., respectively giving the numbers of the bonds to be redeemed as aforesaid, and shall notify the registered holders of such of said bonds to be redeemed as are registered, by depositing such notice in the Post Office, postage prepaid, addressed to their addresses as the same appear on the books of the Company, six weeks before the time designated for redeeming and retiring said bonds, and the principal of such bonds to be so redeemed shall become due and payable on the next interest date following the date of the aforesaid drawing in the same manner as if such bonds had matured according to the conditions thereof, and on presentation and surrender of said bonds and all coupons thereof coming due after said interest date at the office of the Company at West Orange aforesaid, the principal of said bonds together with five percent (5%), thereof additional as a premium for advance payment shall be paid to the lawful holder thereof. If any of the said bonds so called shall not be presented for payment as aforesaid at the place and on the date that the same are made payable, the Company may deposit the aforesaid redemption price of said bonds with the Trustee in trust for the lawful owner of said bonds, and such deposit shall be deemed to be a redemption of such bonds and a full performance of this covenant so far as said bonds are concerned, and the Company shall be released and discharged from any further liability on account of said bonds and the coupons thereof thereafter becoming due.

Interest on bonds called for redemption under the provisions of this section shall cease and determine from and after the date appointed for their redemption.

ARTICLE II.

CONDITIONS OF THE ISSUE OF BONDS

At any time after the execution of this indenture the bonds issuable hereunder shall be executed by the Company and certified by the Trustee, either all at one time or from time to time, and when so certified shall be delivered to the Treasurer of the Company to be sold or otherwise disposed of by him at such price or for such purpose in conformity with this indenture as the Board of Directors by resolution may designate. The moneys realized from the sale of said bonds shall be used and applied as follows, to-wit: First, to the discharge of the outstanding bonded indebtedness of the Company which matured July 1, 1916, and then for the purposes set forth in the preamble hereof.

ARTICLE III.

PARTICULAR COVENANTS OF THE COMPANY.

Section 1. The Company will pay at its office in West Orange, Essex County, New Jersey, the principal of the bonds issued hereunder according to the tenor thereof when the principal shall become due and payable upon the surrender of the bonds and will pay also at said office the interest thereon according to the tenor of the coupons until the principal is paid, and without any deduction for any tax or taxes or stamp duos (other than succession, inheritance or estate taxes) which the Company or the Trustee may be required to pay thereon or to retain or deduct therefrom under any present or future law of the United States of America or of any State, County, Municipality or other taxing authority thereof. The interest on the bonds shall be payable only upon presentation and surrender of the several coupons for such interest, as they respectively mature.

Section 2. The Company covenants and agrees that when and as said bonds and interest coupons mature as therein and herein provided, the said bonds and the interest coupons shall be paid and cancelled respectively, and that no bonds or interest coupons in substitution therefor shall be issued, and that no purchase or sale of said interest coupons or of said bonds, or advance or loans upon the same made by or on behalf of, or at the request of, or with the privity of the Company, shall operate to keep the said bonds or said interest coupons, or any of them, alive or in force as against the holders of the other bonds issued hereunder and the interest coupons appertaining thereto, whether said other bonds and interest coupons be then matured or unmatured; nor shall the Company extend or consent to the extension of the time of payment of the principal of said bonds or of any interest coupon, and if such extension shall be made, such principal or such interest coupons shall be subject to the prior payment in full of the principal of the other bonds and interest coupons whose payment shall not have been extended, whether such bonds and interest coupons be then matured or unmatured.

Section 3. The Company will keep or cause to be kept at its office in West Orange, Essex County, New Jersey books in which may be registered or transferred any bond or bonds entitled to registration or transfer under the provisions of this indenture.

Section 4. The Company covenants that it is lawfully seized and possessed of the mortgaged premises and of the goods and chattels herein mortgaged, and that the same are free and clear of all encumbrances; that it has a good right and lawful authority to sell, assign, transfer, mortgage and convey the mortgaged premises as provided in and by this indenture; that it will warrant and defend the same to the Trustee for the benefit of

the holders of the bonds issued hereunder against the claims and demands of all persons whosoever; that this mortgage is and will always be kept a first lien upon all the mortgaged property, and similarly upon all renewals, substitutions and replacements of such property, and all additions, extensions, betterments and improvements thereto and thereof; and that it will not voluntarily create or suffer to be created, or allow to accrue or to exist any lien or charge having priority to or preference over the lien of this indenture upon the mortgaged property or any part thereof.

Section 5. The Company further covenants that it will duly record and file these presents as may be required by law in order to preserve the lien of the same as a mortgage of both real and personal property on all the mortgaged property, and will furnish evidence of such recording and filing to the Trustee, and will furnish similar evidence of the recording and filing of every additional instrument which shall be necessary to preserve the lien of such presents upon all such property until the principal and interest of all bonds hereby secured shall have been paid.

Section 6. The Company further covenants that it, its successors and assigns, and each and every person having or holding any estate, right, title or interest from the Company in and to the mortgaged property, will at its own expense from time to time on written demand of the Trustee, make, do execute, acknowledge and deliver all such acts, deeds, conveyances, assignments, mortgages or other instruments and assurances in the law as may be reasonably required for in all respects effectuating the intention of these presents, and for the better assuring or confirming unto the Trustee upon the trusts and for the purposes herein expressed, all the mortgaged property hereinabove described or hereafter to be

acquired. The Trustee may, at any time, accept any conveyance, mortgage, assignment or transfer of any property, real or personal, which any person or corporation may make and deliver to said Trustee for or on behalf of the Company; and the property so conveyed, mortgaged, assigned or transferred, if and when the conveyance, mortgage, transfer or assignment thereof shall be accepted by the Trustee, shall thereupon become subject to the lien of this indenture and a part of the mortgaged property.

Section 7. The Company from time to time will pay and discharge all taxes, assessments and governmental charges lawfully imposed upon the mortgaged property, and upon any part thereof, or upon the income and profits thereof, and also all taxes, assessments and governmental charges lawfully imposed upon the lien or interest of the Trustee therein so that the lien and property of this indenture shall be fully preserved at the cost of the Company without expense to the Trustee or the bondholders, and shall and will, when thereunto requested, provide and show the Trustee proper receipts and vouchers for such taxes. Should the Company fail to pay any such taxes, charges, assessments or liens, or suffer any lien to attach, the Trustee may pay and discharge the same (but the Trustee shall be under no duty so to do), and shall have a lien for any and all payments so made and for interest thereon prior to the lien of these presents on the mortgaged property, and the Company shall on demand repay all amounts paid by the Trustee for any such purpose with interest thereon; provided, however, that the Company shall have the right to contest in good faith by legal proceedings any such tax, assessment, or charge, and pending said contest may delay and defer the payment thereof unless, in the opinion of the Trustee, the rights and security of the holders of the bonds hereby secured shall be materially endangered.

Section 8. The Company covenants and agrees that it will so long as any of the bonds hereby secured are outstanding and unpaid, keep the buildings, machinery and appurtenances and all personal property hereby mortgaged or intended so to be insured in good and solvent companies against loss or damage by fire to the extent that such property is usually insured, and shall pay all premiums upon the insurance policies; all losses, if any, under such policies of insurance to be payable to the Trustee for the benefit of the several holders of the bonds hereby secured, and shall be used with the approval of the Company in repairing or replacing the property so damaged or destroyed, or expended for the betterment of the plant and in repairing and improving the other property covered by this mortgage. Instead of the foregoing provision for insurance protection, the Company may adopt such other plan or method of protection against loss by fire, whether by the establishment of an insurance fund or otherwise, as may be approved by its Board of Directors. The Company shall be required under all circumstances to maintain insurance as aforesaid upon the property hereby mortgaged to an amount equal to at least fifty percent (50%) of the outstanding bonds secured hereby.

Section 9. The Company covenants that it will at all times at its own expense, maintain and keep in good condition and repair the buildings and fixtures now or hereafter erected upon the mortgaged premises, and the machinery, tools, patterns, furnaces, tanks, pumps, fittings, appliances, apparatus, implements, office furniture and fixtures therein hereby mortgaged or intended so to be, and will repair or replace the same if damaged or destroyed by fire or the elements.

Section 10. The Company covenants that it will do all things

necessary under the laws now in force or hereafter enacted to preserve its corporate organization during the term fixed by its charter, and that it will do no act by which it will incur a forfeiture of its corporate existence, and that it will duly observe all lawful statutes, rules, regulations and orders of any public authority having jurisdiction over the mortgaged property, or any part thereof.

Section 11. The Company will not negotiate, sell or dispose of any bonds hereby secured in any manner other than in accordance with the provisions of this indenture, and the agreements in that behalf herein contained; and in issuing, selling, negotiating or otherwise disposing of such bonds from time to time, it will well and truly apply or cause to be applied the proceeds thereof as herein provided, and in no other or different way; but no purchaser of any bond issued hereunder shall be under any obligation to see to the application of the proceeds thereof.

Section 12. The Company shall cause an annual audit to be made of its affairs, assets and business as of the last day of February of each year by a certified public accountant approved of by the Trustee, and deliver a copy thereof, signed by the auditor, to the Trustee not later than the first day of July in each year. Until the payment in full of the principal and interest of the bonds secured by this mortgage, no dividend shall be declared on the capital stock of the Company unless a copy of the audit for the preceding year, (ending the last day of February) shall have been delivered to the Trustee, and there shall be no dividend for any year on the said capital stock of the Company in excess of twelve percent (12%), unless it shall appear by the said audit that the surplus and undivided profits of the Company are equal in amount to the aggregate of the principal of the then

outstanding bonds secured by this mortgage, with the unpaid matured coupons of said bonds. And provided further that the aggregate of all dividends for any fiscal year shall not exceed fifty percent (50%) of the net profits arising from the business of the Company during the year for which such dividend or dividends is or are declared.

ARTICLE IV.

RIGHTS OF THE COMPANY UNTIL DEFAULT.

Section 1. Until the occurrence of one of the events of default specified in Section 2 of Article V of this indenture, the Company, its successors and assigns shall be suffered and permitted to retain and remain in full possession of the property, real and personal, hereby mortgaged, and shall be permitted to manage, operate and use the same and every part thereof with the rights appertaining thereto, and also to collect, receive, take, use and enjoy the earnings, income, rents, issues and profits thereof. Furthermore, the Company shall have the right at all times as the proper management of its business may require, to alter, change, add to, repair, remove and replace the machinery, patterns, drawings, tools, furnaces, tanks, pumps, plating, electrical and other apparatus, boilers, implements, fixtures, fittings, factory appliances, office furniture and fixtures and other appurtenances in the works and buildings now constructed or which shall hereafter be constructed and owned by the Company and conveyed or intended to be conveyed hereby to the Trustee, provided that the security of said bonds shall not thereby be in any wise reduced or impaired.

Section 2. At any time while the Company is not in default hereunder it may remove any building now or hereafter erected upon the mortgaged premises for the purpose of replacing the said building so removed with a

structure which shall cost not less to construct than the building so removed; provided that in each case before beginning the removal of the existing structure, the plans and specifications for the new proposed structure shall be submitted to and approved by the Trustee, and that the Company shall file with the Trustee a bond of indemnity satisfactory in form and sufficiency to the Trustee to cover the erection of said new building, free from any liens or claims incident to the construction thereof.

Section 3. The Company may, without the consent of the Trustee, sell or otherwise dispose of any of said machinery, patterns, drawings, tools, furnaces, tanks, pumps, plating, electrical and other apparatus, boilers, implements, fixtures, fittings, factory appliances, office furniture and fixtures and appurtenances and personal assets which are not necessary or required for the operation of its plant and property or for the carrying on of its business or which may hereafter become worn or damaged or otherwise unsuitable for any of its corporate purposes; provided, that it shall substitute therefor, subject to the lien of these presents and free from any prior lien or charges, property of approximately equal value so that the security of said bonds shall not thereby be in any wise reduced or impaired.

Section 4. The Company shall have the further right at all times to convey or exchange, free from the encumbrances and trusts hereof, all or any of the real estate now held or hereafter acquired by the Company which shall no longer be either useful or necessary in the proper management and maintenance of the business of the Company or of the property hereby conveyed , but in no case shall any sale or other disposition of such real estate be made without the express consent in writing of the Trustee, and

the Trustee is hereby expressly authorized to release from the operation and effect of this mortgage any property so sold or exchanged, whether the consideration of such sale be wholly cash or partly cash and partly secured by mortgage on the premises sold, but the property taken in exchange, if such there be, shall forthwith become and be liable under this mortgage as if the same had been originally included therein, and the net proceeds of real estate so released (if sold) shall be applied by the Company in good faith to the betterment or extension of the plants owned or controlled by it; provided, however, that if in the opinion of the Company it shall not be consistent with the best interests of the business of the Company to apply the whole or any part of such proceeds to such betterment or extension, then the Company shall have the right, to use the whole or any part of such proceeds remaining unexpended, for the redemption and retirement, in the manner provided for in Section 8 of Article I hereof, of outstanding bonds secured hereby.

Section 5. Until the occurrence of one of the events of default specified in Section 2 of Article V of this indenture, the Company and its successors shall have the exclusive right to make and use the inventions of the Letters Patent and applications for Letters Patent hereby mortgaged, and to sell apparatus, machines, manufactures and compositions of matter embodying the inventions thereof to the same extent as if this mortgage had not been made.

Whenever the Board of Directors of the Company shall determine by resolution that the Company considers it necessary or advisable to institute any suit or action for infringement of any of the patents hereby mortgaged or any reissues or extensions of the same, or of any patents which may hereafter be issued upon the applications for Letters Patent hereby mort-

gaged or any reissues or extensions of the same, and shall by resolution request, direct or authorize the institution of such suit or action, and shall furnish to the Trustee a certified copy of such resolution or resolutions, and shall indemnify the Trustee to its satisfaction against any and all liability of the Trustee for damage or loss because of the institution, prosecution and conduct of such suit or action, then and in such event the Trustee shall permit and authorize the Company to institute, prosecute and conduct such suit or action either in the name of the Company, the Trustee, or the Company and Trustee jointly, as counsel for the Company may advise, and in such event the Trustee shall execute such papers as counsel learned in the law may advise to be necessary or desirable for the instituting, prosecuting and conducting of such suit or action.

Notwithstanding the provisions in this mortgage contained, the Company shall have power to grant licenses under any and all of the patents hereby mortgaged and any and all reissues and extensions of the same and under any and all patents which may hereafter be issued upon any and all applications for Letters Patent hereby mortgaged and any and all reissues and extensions of the same, and the Trustee shall release its rights and title to the patent or patents under which such license or licenses are to be granted or to such portion of said rights as may be necessary to enable the Company to grant such license or licenses and shall reassign to the Company any such patent or patents or reconvey to it such portions of the rights in such patent or patents as may be necessary to enable the Company to grant such license or licenses, provided always that the Trustee shall not be required to make and deliver any such release, assignment or conveyance as herein provided for until the Company, through its Board of Directors, shall by resolution have determined that it is advisable and to

the best interest of the Company to grant such license or licenses and that the security of the bondholders under this mortgage will suffer no substantial diminution by the making of such grant of license or licenses, and by resolution shall request the Trustee to execute such release, assignment or conveyance and shall have delivered to the Trustee a certified copy of such resolution or resolutions.

Section 6. If the Company shall well and truly pay or cause to be paid the whole amount of the principal moneys and interest due upon all of the bonds and coupons for interest hereby secured at the time and in the manner and form therein and herein provided, and also shall pay or cause to be paid all other sums payable hereunder by the Company and shall well and truly keep and perform all things herein required to be kept and performed by it, according to the true intent and meaning of this indenture, then and in that case all the mortgaged premises and property shall revert to the Company, and all the estate, right, title and interest therein of the Trustee shall thereupon cease and determine; and the Trustee in such case, upon demand of the Company, but at the cost and expense of the Company, shall enter or cause to be entered satisfaction of this indenture upon the records; otherwise these presents shall be continued and remain in full force and virtue.

ARTICLE V.

REMEDIES OF TRUSTEE AND BONDHOLDERS IN CASE OF DEFAULT.

Section 1. No coupon belonging to any bond hereby secured which in any way at or after maturity shall have been transferred or presented separate and apart from the bond to which it relates shall, unless accompanied by such bond, be entitled in case of default hereunder to any benefit of or from this indenture except after the prior payment in full of

the principal of the bonds issued hereunder and of all coupons and interest obligations not so transferred or presented.

Section 2. In case of the happening of one or more of the following events hereinafter (after the lapse of the times respectively specified in the following subdivisions) called "Events of Default," that is to say:-

(1) Default in payment of any installment of interest on any of the bonds hereby secured, when and as the same shall become payable as therein and herein expressed, which default shall have been continued for the period of sixty days.

(2) Default in the payment of the principal of any of the bonds hereby secured when the same shall become due and payable at the maturity of said bonds or otherwise.

(3) Default in the due observance or performance of Section 12 of Article III hereof.

(4) Default in the due observance or performance of any other covenant or condition herein required to be kept or performed by the Company, which default shall have continued for a period of three months after written notice thereof shall have been given to the Company by the Trustee or by the holders of ten percent. in amount of the bonds hereby secured and then outstanding.

(5) The actual or threatened demolition or removal of any building erected upon the mortgaged premises except as provided in Section 2 of Article IV hereof.

(6) A receiver of the property of the Company, or a Trustee in Bankruptcy shall have entered into possession of the mortgaged premises or any part thereof;

Then and in each such case the Trustee may, and upon the written

request of the holders of one-third in amount of the bonds hereby secured and then outstanding, shall, by notice in writing delivered to the Company, declare the principal of all bonds hereby secured and then outstanding to be due and payable immediately, and upon any such declaration the said principal shall become and be due and payable immediately, anything in this indenture or in such bonds to the contrary notwithstanding.

This provision, however, is subject to the condition that if at any time after the principal of such bonds shall have been so declared due and payable and before any sale of the mortgaged premises and property shall have been made pursuant to the provisions of Section 4 of this Article, all arrears of interest upon all the bonds secured hereby, with interest on overdue installments of interest at the rate of six per cent per annum, together with all expenses and reasonable charges of the Trustee and all advances made by the Trustee in accordance with the terms and conditions of this indenture shall either be paid by the Company or be collected out of the mortgaged property, and all defaults as aforesaid shall have been made good, then and in such case the holders of a majority in amount of the bonds hereby secured and then outstanding, by written notice to the Company and to the Trustee, may waive such default and rescind or annul such declaration or its consequences; but no such waiver or rescission shall extend to or affect any subsequent default or impair any like consequence thereof.

Section 3. In case of the happening of any of the events of default specified in Section 2 of this Article, then and in each and every such case of default the Trustee, personally or by Attorney, may enter upon and take and maintain possession of all or any part of the mortgaged premises and property, and may exclude the Company, its agents and servants, wholly therefrom, and as the Attorney in Fact or agent of the Company or

in its own name as Trustee, by any of its officers or by any agent duly appointed, or by managers, superintendents, receivers and servants may have, hold, use, manage, operate and enjoy the same and every part thereof to as full an extent as the Company might lawfully do, making from time to time all needful and proper additions, alterations and repairs and receive all the income, rents, issues and profits therefrom, and after deducting and defraying the expense of such use, operation, additions, alterations and repairs and the costs and charges of taking such possession and all payments which may be made for taxes, assessments, charges or liens prior to the lien of this indenture upon said mortgaged property, or any part or parcel thereof, or for insurance and any and all expenses incurred by the Trustee in the execution of any of the powers or trusts under these presents, together with any and all advances by the Trustee hereunder in accordance with the terms and conditions of this indenture, as well as reasonable remuneration for the services of the Trustee, its agents, attorneys, clerks and servants, the Trustee shall apply the residue of the moneys so received as follows:-

1. If the principal of all the bonds then outstanding hereunder shall not at the time of such default have become due and payable by reason of maturity of all such bonds or by declaration as authorized by Section 2 of this Article, then to the payment of interest then in arrears and payable on all the bonds in the order in which the installments of such interest shall have become due and payable, with interest at the rate of six per cent. per annum on such overdue installments of interest, and next, to the payment of the principal of such bonds as shall have matured and become due and payable in the order in which such bonds shall have become due and payable, with interest on the overdue principal at the rate of six per cent. per annum, subject, however, to the provisions of Section 1 of this Article.

2. If the principal of all the bonds then outstanding hereunder shall, at the time of such default have become due and payable, either by reason of maturity thereof or by declaration as authorized by Section 2 of this Article, then ratably to the payment of said principal and of the interest then due and accrued on said bonds, with interest at the rate of six percent, per annum on the overdue installments of principal and interest, but without preference or priority of principal over interest or interest over principal, subject, however, to the provisions of Section 1 of this article.

And, in case all such payments, expenses and indemnity shall be completely made or furnished and there shall have been no default in respect to Section 12 of Article III of this agreement, and every other default of the Company shall have been made good before any foreclosure and sale, the Trustee, after making such provision as it may deem advisable for the payment of the principal of the next maturing bonds, and for the payment of the next semi-annual installment of interest upon all the bonds, shall restore to the Company possession of the mortgaged premises and properties so entered upon and taken possession of by the Trustee, and the same shall thenceforth be subject to the provisions of these presents in the same manner as if such entry had not been made.

Section 4. Upon the happening of any event of default as defined in Section 2 of this Article, the Trustee, personally or by attorney, with or without taking possession of the mortgaged premises and property (1) may sell to the highest and best bidder, all and singular, the mortgaged premises and property and all right, title, interest, claim and demand therein and the right of redemption thereof in one lot and as an

entirety, or in separate lots as the Trustee shall deem best, which sale shall be made at public auction at such price or prices and at such time and times and upon such terms as the Trustee may fix and briefly specify in the notice of sale to be given as herein provided or as may be required by law; or (2) may proceed to protect and to enforce its rights and the rights of the bondholders under this indenture by a suit or suits in equity or at law, whether for the specific performance of any covenant or agreement contained herein or in aid of the execution of any power herein granted, or for a foreclosure hereunder, or for the enforcement of any other appropriate legal or equitable remedy as the Trustee, being advised by counsel, shall deem most effectual to protect and enforce any of the rights or duties hereunder; or (3) may proceed by both such sale and by such suit or suits.

Section 5. The purchase money, proceeds and avails of any such sale of the mortgaged property or any part thereof, together with any other sums which then may be held by the Trustee under any of the provisions of this indenture as a part of the mortgaged property, or of the proceeds thereof, shall be applied as follows:

1. To the payment of the costs and expenses of the foreclosure or other proceedings in connection with such sale, including a reasonable compensation to the Trustee, its agents, attorneys and counsel, and of all other expenses, liabilities and advancements made or incurred by the Trustee hereunder.

2. To the payment of the whole amount then owing or unpaid upon the bonds hereby secured and then outstanding, for principal and interest, with interest at the rate of six per cent. per annum on the overdue installments of principal and interest, and in case such proceeds shall be

insufficient to pay the whole amount so due and unpaid, then to the payment of such principal and interest, without preference or priority of principal over interest or of interest over principal, or of any installment of interest over any other installment of interest, or of the principal of any one bond over any other bond, ratably to the aggregate of such principal and the accrued and unpaid interest upon presentation of the several bonds and coupons, and stamp thereon such payment if only partially, and upon surrender thereof if fully paid, subject, however, to the provisions of Section 1 of this Article; and

3. The surplus, if any, shall be paid to the Company, its successors or assigns, or to whomsoever may be lawfully entitled to receive the same.

Section 6. Upon the written request of the holders of one-third in amount of the bonds hereby secured and then outstanding, in the case of the happening of any event of default as specified in Section 2 of this Article, it shall be the duty of the Trustee upon being indemnified as hereinafter provided, to take all steps needful for the protection and enforcement of its rights and the rights of the holders of the bonds hereby secured; and to exercise the power of entry or sale herein conferred, or both, or take appropriate judicial proceedings by action, suit or otherwise, as the Trustee, being advised by counsel, shall deem most expedient in the interest of the holders of the bonds hereby secured; but anything in this indenture to the contrary notwithstanding, the holders of two-thirds of the amount of the bonds hereby secured and then outstanding from time to time shall have the right to direct and to control the action of the Trustee and the method and place of conducting all proceedings for any sale of the premises and property subject to this indenture, or for the foreclosure of

this indenture, or the appointment of a Receiver, or any other proceedings hereunder.

Section 7. In case the Trustee shall have proceeded to enforce any right under this indenture by foreclosure, entry, or otherwise, and such proceedings shall have been discontinued or abandoned because of the waiver mentioned in Section 2 of Article V hereof, or for any other reason, or shall have been determined adversely to the Trustee, then, and in every such case, the Company and Trustee shall be restored to their former position and rights hereunder in respect to the mortgaged premises and property and all rights, remedies and powers of the Trustee shall continue as though no such proceedings shall have been taken.

Section 8. Notice of any sale pursuant to any provision of this indenture shall state the time and place when and where the same is to be made, and shall contain a brief description of the property to be sold and such other particulars, if any, as may be required by law, and shall be sufficently given if published once in each week for four successive weeks prior to such sale in a newspaper published in the City of Newark, New Jersey, and in a newspaper published in the Borough of Manhattan in the City and State of New York, and in such other manner as may be required by law.

Section 9. The Trustee from time to time may adjourn any sale to be made under the provisions of this indenture by announcement at the time and place appointed for such sale or for such adjourned sale or sales; and without further notice or publication except such, if any, as may be required by law, may make such sale at the time and place to which the same shall be so adjourned.

Section 10. Upon the completion of any sale or sales under this indenture, the Trustee shall execute and deliver to the accepted purchaser or purchasers a good and sufficient deed or good and sufficient deeds and other instruments conveying, assigning and transferring the property so sold. The Trustee is hereby appointed the true and lawful attorney of the Company in its name and stead to make all necessary conveyances and assignments of the property thus sold; and for that purpose it may execute all necessary deeds and instruments of assignment and transfer and may substitute one or more persons with like power; the Company hereby ratifying and confirming all that its said attorney, or such substitute or substitutes shall lawfully do by virtue hereof.

Any such sale or sales made under or by virtue of this indenture, whether under the power of sale herein granted and conferred or under or by virtue of judicial proceedings shall operate to divest all right, title, interest, claim and demand whatsoever either at law or in equity of the Company, of, in and to the premises and property so sold, and shall be a perpetual bar, both at law and in equity, against the Company, its successors and assigns, and against any and all persons claiming or to claim the premises or property sold or any part thereof from, through or under the Company, its successors or assigns. The receipt of any person authorized to receive payment of the purchase money paid at any such sale shall be a sufficient discharge therefor to any purchaser of the property or any part thereof sold as aforesaid; and after paying such purchase money and receiving such receipt no such purchaser or his representatives, grantees, or assigns, shall be bound to see to the application of such purchase money upon or for any trust or purpose of this indenture, or in any manner whatsoever shall be answerable for any loss, misapplication or no-application

of any such purchase money or any part thereof or shall be bound to inquire as to the authorization, necessity, expediency or regularity of any such sale.

Section 11. In the case of sale under or by virtue of this indenture, whether made under the power of sale herein granted or pursuant to judicial proceedings, the principal of all the bonds hereby secured, if not previously due, shall at once become and shall be due and payable, anything in said bonds or in this indenture to the contrary notwithstanding.

Section 12. Upon any sale as aforesaid by the Trustee, or pursuant to judicial proceedings, the Trustee or any bondholder or any other person, may bid for and may become the purchaser of the property offered for sale, or any part thereof, for themselves or himself, without accountability in respect thereof, except for payment of the purchase price and compliance with the terms of sale. In settlement or payment of such purchase price, any purchaser upon presenting any of said bonds or interest coupons shall be entitled to be credited on account of the purchase price with a sum which would, upon a proper distribution and accounting of the proceeds of the sale, as herein provided, and after providing in cash for all costs, expenses and proper charges of the Trustee hereunder, be equal to the distributive share payable out of such proceeds to the holder of the bonds or coupons so presented, which amount so credited shall be stamped or indorsed on such bonds or coupons so presented, as paid thereon.

Section 13. The Company will not at any time insist upon or plead or in any manner whatever claim or take the benefit or advantage of any stay or extension of law now or at any time hereafter in force, nor will

it claim, take or insist upon any privilege or advantage from any law now or hereafter in force providing for the valuation or appraisement of the property, or any part of the property, subject to this indenture prior to any sale or sales thereof to be made pursuant to any provision herein contained or to the decree, judgment or order of any court of competent jurisdiction, nor after any such sale or sales will it claim or exercise any right under any statute or otherwise to redeem the property so sold or any part thereof, and it hereby expressly waives all benefit and advantage of any such law or laws, and it covenants that it will not hinder, delay or impede the execution of any power herein granted and delegated to the Trustee, but that it will suffer and perform the execution of every such power as though no such law had been made or enacted.

Section 14. Upon filing a bill in equity or upon commencement of any other judicial proceedings to enforce any right of the Trustee or of the bondholders under this indenture, the Trustee shall be entitled to exercise the right of entry and also any and all other rights and powers herein conferred, and provided to be exercised by the Trustee upon the terms and conditions of default as herein provided; and as a matter of right the Trustee shall be entitled to the appointment of a receiver of the premises and property subject to this indenture and of the earnings, income, rents, issues and profits thereof, with such powers as the Court making such appointment shall confer.

Section 15. No holder of any bond or coupon thereon hereby secured shall have any right to institute any suit, action or proceeding in equity or at law for the foreclosure of this indenture or for the execution of any trust hereunder or for the appointment of a receiver or for any other

remedy hereunder unless the holders of one-third in amount of the bonds hereby secured then outstanding shall have made written request upon the Trustee to take action in respect of the matter complained of, and shall have afforded the Trustee a reasonable opportunity either to proceed to exercise the power hereinbefore granted or to institute such action, suit or proceeding in its own name; nor unless also they shall have offered to the Trustee security and indemnity satisfactory to it against the costs, expenses and liabilities to be incurred therein or thereby; nor shall any request as aforesaid be binding upon the Trustee or operative in accordance with the provisions of this indenture until, if required by the Trustee, the bonds of the holder or holders making such request are submitted to it for inspection or title thereto satisfactorily established, if disputed; nor unless the Trustee shall refuse or neglect to act upon such notice, request or indemnity, and such notification, request and offer of indemnity are hereby declared in every case, at the option of the Trustee, to be conditions precedent to the execution of the powers and trusts of this indenture for the benefit of the bondholders and to any action or cause of action for foreclosure or for the appointment of a Receiver or for any other remedy hereunder; it being understood and intended that no one or more holder or holders of bonds or coupons, shall have any right in any manner whatever by his or their action to affect, disturb or prejudice the lien of this indenture, or to enforce any right hereunder except in the manner herein provided, and that all proceedings at law or in equity shall be instituted, had and maintained in the manner herein provided and for the equal benefit of all holders of such outstanding bonds.

All rights of action under this indenture or under any of said bonds enforceable by the Trustee, may be enforced by the Trustee without

the possession of any such bonds or the production thereof on the trial or other proceedings relative thereto, and any such suit or proceedings instituted by the Trustee may be brought in its own name, and any recovery shall be for the ratable benefit of the holders of said bonds.

Section 16. Except as herein expressly provided to the contrary, no remedy herein conferred upon or reserved to the Trustee or to the holders of the bonds hereby secured is intended to be exclusive of any other remedy or remedies, and each and every such remedy shall be cumulative and shall be in addition to every other remedy given hereunder or now or hereafter existing in law or in equity or by statute.

Section 17. No delay or omission of the Trustee or of any holder of bonds hereby secured to exercise any right or power accruing upon any default continuing as aforesaid shall impair any such right or power or shall be construed to be a waiver of any such default or an acquiescence therein, and every power and remedy given by this Article to the Trustee and to the bondholders may be exercised from time to ti e and as often as shall be deemed expedient by the Trustee or by the bondholders.

ARTICLE VI.

CONCERNING BONDHOLDERS.

Section 1. Any request, direction or other instrument required by this indenture to be signed and executed by the bondholders may be in any number of concurrent writings of the same tenor and may be signed and executed by such bondholders, in person or by agent appointed in writing. Proof of the execution of any such request, direction or other instrument, or of the writing appointing any such agent, if made in the following manner,

shall be sufficient for any purpose of this indenture, and shall be conclusive in favor of the Trustee with regard to due action by them or either of them taken under such request:-

The fact and date of the execution by any person of any such writing may be proved by the certificate of any officer in any jurisdiction, who by the laws thereof, has power to take acknowledgements of deeds to be recorded in such jurisdiction, that the person signing such writing acknowledged before him the execution thereof; or by an affidavit of a witness to such execution.

The fact of the holding of bonds hereunder by any bondholder, and the amount and numbers of any such bonds and the date of his holding the same, may be proved by a certificate executed by any trust company, bank, bankers or other depositary (wherever situated), if such certificate shall be deemed by the Trustee to be satisfactory, showing that at the date therein mentioned such person had on deposit with such trust company, bank, banker or other depository the bonds described in such certificate. The ownership of bonds registered as to principal shall be proved by the register of bonds.

Section 2. The Company and Trustee may deem and treat the bearer of any bond hereby secured which shall not at that time be registered as to principal, as hereinbefore authorized, or which shall be registered to bearer, and the bearer of any coupon for interest on any such bond, whether such bond be registered as to principal or not, as the absolute owner of such bond or coupon, as the case may be, for the purpose of receiving payment thereof and for all other purposes; and neither the Company nor the Trustee shall be affected by any notice to the contrary.

The Company and the Trustee may deem and treat the person in whose name any bond hereby secured shall be so registered as to principal as the absolute owner thereof for the purpose of receiving payment of or on account of the principal thereof, and for all other purposes except to receive payment of interest represented by outstanding coupons; and all such payments so made to any registered holder for the time being or upon his order shall be valid and effectual to satisfy and discharge the liability upon any such bond to the extent of the sum or sums so paid.

ARTICLE VII.

IMMUNITY OF OFFICERS, STOCKHOLDERS AND DIRECTORS.

No holder of any bond or coupon issued hereunder and secured hereby shall in any event have any right of recourse to or recovery from any past, present or future stockholder, officer or director of the Company for the principal or interest of the sums secured hereby, or any part thereof, whether under any liability now or hereafter existing or arising under any statute in any manner whatever, it being hereby distinctly understood and agreed that the several holders of the bonds from time to time waive all such rights of recourse or recovery by receiving and accepting said bonds.

ARTICLE VIII.

CONCERNING THE TRUSTEE.

Section 1. The Trustee accepts the trusts of this indenture and agrees to execute them upon the following terms and conditions to which the parties and the holders of the bonds hereby secured agree:

(1) The Trustee shall be under no obligation to see to the record, registry or filing of this indenture.

(2) The recitals of fact contained in this mortgage or deed of trust and in the bonds thereby secured shall be taken as statements by the Company and shall not be construed as made by the Trustee.

(3) The Trustee shall be protected in acting upon any notice, request, consent, certificate, bond or other paper or document believed by it to be genuine and to have been signed by the proper party and by the proper authority.

(4) The Trustee shall be entitled to reasonable compensation for all services rendered by it and may employ suitable agents and attorneys, and the Company shall pay such compensation as well as all disbursements and expenses incidentally incurred and actually disbursed hereunder, and all payments by it made under the authority of this indenture, and until paid the said Trustee shall have a lien for the same upon the mortgaged property paramount to the lien of the bonds. The Trustee shall also be reimbursed and indemnified by the Company against any liability or damage which it may sustain or incur in the premises and for the same shall have a lien upon the trust estate paramount to the lien of the bonds.

(5) The Trustee shall not be responsible for any neglect, omission or other wrong doing of any agents or attorneys selected by it with reasonable care, nor shall it be otherwise answerable, save for its own willful misconduct.

(6) The Trustee shall not be under any obligation to take any action toward the execution or enforcement of the trusts hereby created which, in its opinion, will be likely to involve it in expense or liability unless one or more of the bondholders shall, as often as required by the Trustee, furnish it reasonable security and indemnity against such expense or liability; nor shall the Trustee be required to take any action in

respect of any default hereunder involving expense or liability unless requested by an instrument in writing, signed by the holders of not less than one-third in amount of the bonds then outstanding, and unless tendered reasonable security and indemnity as aforesaid, anything herein contained to the contrary notwithstanding. But neither any such notice or request nor this provision therefor shall affect any discretion herein given to the Trustee to determine whether or not it shall take action in respect to such default or to take action without such request.

(7) The Trustee shall not be responsible for the execution or validity hereof or of the bonds executed or to be executed hereunder and secured hereby, nor for the sufficiency of the security provided herein.

(8) The Trustee may advise with legal counsel and any action under this indenture taken or suffered in good faith by the Trustee in accordance with the opinion of counsel shall constitute full protection to the Trustee.

(9) The Trustee shall not be chargeable with notice of any default under this mortgage or deed of trust except upon delivery to it of a distinct specification in writing of such default by some person or persons interested in the trust whose interest if required must be proved to the reasonable satisfaction of the Trustee.

(10) The Trustee shall not be bound to recognize any person as a bondholder unless or until his bonds are submitted to the Trustee for inspection, if required, and his title satisfactorily established if in dispute.

(11) Whenever request or demand shall be made upon the Trustee by bondholders to perform any act of any character under this mortgage, or to proceed with any remedy prescribed by this mortgage in case of any

default or otherwise, and such request or demand shall specify the action or proceeding to be taken, it shall be discretionary with the Trustee, except as set forth in Section a and Section 6 of Articel V hereof, to do the thing, take the action, enforce the remedy requested, or specified, or to perform any other action or institute any other suits or proceedings, or enforce any other remedy which may be appropriate under the then existing circumstances.

Section 2. The Trustee may resign and be discharged from the trusts created by this indenture by giving to the Company notice in writing of such resignation, specifying a date when such resignation shall take effect, which notice shall be published at least once, on a day not less than twenty days nor more than thirty days prior to the date so specified, in a daily newspaper of general circulation at the time published in the City of Newark, New Jersey, and the Borough of Manhattan, City and State of New York respectively. Such resignation shall take effect upon the day specified in such notice unless previously a successor Trustee shall be appointed as hereinafter provided, in which event such resignation shall take effect immediately upon the appointment of such successor Trustee.

The Trustee, or any successor Trustee, may be removed at any ti e by an instrument in writing under the hands of the holders of two-thirds in amount of the bonds at the time outstanding, or their attorneys thereunto fully authorized.

Section 3. In case at any tine the Trustee or any successor Trustee shall resign or shall be removed or otherwise shall become incapable of acting, or in case a vacancy shall arise from any cause in the Trusteeship under this indenture, a successor or successors may be

appointed by the holders of a majority in amount of the bonds then outstanding by an instrument or concurrent instruments signed by such bondholders or their attorneys in fact duly authorized; but until a new Trustee shall be appointed by the bondholders as herein authorized the Company, by an instrument executed by order of its Board of Directors, may appoint a Trustee to fill such vacancy. Any Trustee appointed under any of the provisions of this Article shall be a Trust Company, if there be such willing and able to accept the trust. The Company shall publish notice of such appointment once in each week for two successive calendar weeks in a newspaper of general circulation published in the City of Newark, New Jersey, and the Borough of Manhattan, City and State of New York respectively. Any no Trustee so appointed by the Company shall immediately, and without further act, be substituted by a new Trustee or Trustees appointed in the manner above provided by a majority of the bondholders if such appointment by such bondholders be made prior to the expiration of twelve months after the completion of such publication of notice.

Any successor Trustee appointed hereunder shall execute, acknowledge and deliver to the Company an instrument accepting such appointment hereunder and thereupon such successor Trustee, without any further act, deed or conveyance, shall become vested with all estates, properties, rights, powers, trusts, duties and obligations of its predecessor in the trust hereunder, with like effect as if originally named as Trustee herein; but nevertheless on the written request of the successor Trustee or of the Company, the Trustee ceasing to act shall execute and deliver an instrument transferring to such successor Trustee upon the trusts herein expressed all the estates, properties, rights, powers and trusts of the Trustee so ceasing to act upon payment of its reasonable charges, expenses and disbursements;

and upon request of any such successor Trustee the Company shall make, execute, acknowledge and deliver any and all deeds, conveyances or other instruments in writing for more fully and certainly vesting in and confirming to such successor Trustee all such estates, properties, rights, powers, trusts and duties. All the conveyances and instruments herein provided for shall be at the cost of the Company.

ARTICLE IX

MISCELLANEOUS PROVISIONS.

Section 1. All the covenants, conveyances, stipulations, promises, undertakings and agreements herein contained by or on behalf of the Company shall bind or inure to the benefit of its successors and assigns, whether so expressed or not.

Section 2. Nothing in this indenture expressed or implied is intended or shall be construed to confer upon or to give to any person or corporation other than the parties hereto and the holders of the bonds issued hereunder any right, remedy or claim under or by reason of this indenture, or of any covenant, condition or stipulation hereof; and all covenants, stipulations, promises and agreements in this indenture contained, by or on behalf of the Company, shall be for the sole and exclusive benefit of the parties hereto and of the holders of the bonds issued hereunder.

IN WITNESS WHEREOF, EDISON STORAGE BATTERY COMPANY has caused these presents in quadruplicate to be signed by its President and its corporate seal to be hereunto affixed, duly attested by its Secretary, and in testimony of its acceptance of the trusts hereby created, FIDELITY

TRUST COMPANY, of Newark, New Jersey, has caused these presents to be signed by its President or a Vice-President and its corporate seal to be hereunto affixed, duly attested by its Secretary or an Assistant Secretary, the day and year first above written

EDISON STORAGE BATTERY COMPANY,

By_____

Attest: President.

_____

Secretary.

FIDELITY TRUST COMPANY,

By_____

Attest: President.

_____

Secretary.

STATE OF NEW JERSEY)
: SS.:
COUNTY OF ESSEX)

BE IT REMEMBERED that on this day of , in the year of our Lord One Thousand Nine Hundred and Sixteen, before me, a Notary Public of the State of New Jersey, personally appeared THOMAS A. EDISON, who. I am satisfied, is President of Edison Storage Battery Company, the corporation named in the foregoing indenture of mortgage, and I having first made known to him the contents thereof, he acknowledged that he signed the same as such officer, and that the same was made by said corporation, sealed with its corporate seal, and delivered as its voluntary act and deed; all by virtue of authority from its Board of Directors. All of which is hereby certified.

_____

STATE OF NEW JERSEY)
: SS.:
COUNTY OF ESSEX)

BE IT REMEMBERED that on this day of , in the year of our Lord One Thousand Nine Hundred and Sixteen, before me, personally appeared who, I am satisfied, is of Fidelity Trust Company, the corpora ion named in the foregoing indenture of mortgage, and I having first made known to him the contents thereof, he acknowledged that he signed the same as such officer, and that the same was made by said corporation, sealed with its corporate seal, and delivered as its voluntary act and deed; all by virtue of authority from its Board of Directors. All of which is hereby certified.

STATE OF NE JERSEY)
: SS.:
COUNTY OF ESSEX)

, of full age, being duly sworn according to law, on his oath says that he is of FIDELITY TRUST COMPANY, the mortgagee in the foregoing mortgage named and is duly authorized agent in its behalf; that the true consideration of said mortgage is the issue of temporary bonds aggregating in par value the sum of Two Million Dollars, which said bonds have been issued by Edison Storage Battery Company, a corporation organized under the laws of the State of New Jersey, for the purposes set forth in said mortgage, and have been certified by Fidelity Trust Company pursuant to the requirements of the said mortgage for the purposes therein set forth, said temporary bonds being exchangeable for definitive bond or bonds of equal face value when said definitive bonds are ready for delivery as in said mortgage provided for; and that the amount due and to grow due on said mortgage is the sum of Two Million Dollars with interest which may have accrued according to the terms of said mortgage and which may not have been paid.

_____

Sworn to and subscribed before me

this day of 1916.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

Edison Storage Battery Co.

TRADE MARK
Thomas A. Edison

ORANGE, N.J.U.S.A.

THOMAS A. EDISON PRESIDENT
S. B. MAMBRET VICE PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. BACHMAN VICE PRESIDENT AND GENERAL MANAGER
H. O. THOMPSON VICE PRESIDENT AND GENERAL MANAGER
H. F. MILLER TREASURER
ARTHUR MUDD SECRETARY

CABLE ADDRESS
"EMMOTIC" NEW YORK

IN REPLYING
ADDRESS THE COMPANY
AND REFER TO

November 19, 1917.

Mr. Thomas A. Edison,
Llewellyn Park,
West Orange, N. J.

Dear Sir:

Pursuant to resolution adopted at a meeting of the Board of Directors of Edison Storage Battery Company, held this day, notice is given that a special meeting of the Stockholders of said Company is hereby called to be held at the principal office of the Company, corner of Valley Road and Lakeside Avenue, West Orange, New Jersey, on Thursday, November 22, 1917, at ten o'clock a.m.

The objects of the meeting are to act upon certain resolutions adopted by the Board of Directors of the Company at a meeting held this day, recommending that the capital stock of the Company be increased from $3,500,000 to $5,000,000, divided into $2,000,000 of preferred stock and $3,000,000 of common stock by changing 5,000 shares of the common stock not yet issued into an equal number of shares of preferred stock of the par value of $100 each, and by creating 15,000 additional shares of such preferred stock, and that to this end the certificate of incorporation as heretofore amended be further amended to empower the directors of the Company to issue said preferred stock up to the amount of $2,000,000, if and when authorized; to ratify the acceptance by the Board of Directors of the offer of the holders of the Company's first mortgage five percent gold bonds now outstanding to sell such bonds to the Company at par plus accrued interest; and to transact such other business as may properly come before the meeting.

A certified copy of the resolutions adopted by the Board of Directors at its meeting held today is enclosed herewith.

Arthur Mudd
Secretary.

[ENCLOSURE]

I, ARTHUR NUDD, Secretary of Edison Storage Battery Company do hereby certify that the following is a full, true and correct copy of certain resolutions adopted at a meeting of the Board of Directors of Edison Storage Battery Company, held Monday, November 19, 1917, at 10:00 o'clock A. M. at the principal office of the Company, corner Valley Road and Lakeside Avenue, West Orange, New Jersey.

WHEREAS, Artile "Fourth" of the Certificate of Incorporation of the Company filed in the office of the Secretary of State on or about the 27th day of May, 1901, reads as follows:-

"FOURTH: The total authorized capital stock of this corporation is One Million Dollars divided into ten thousand shares of the par value of One Hundred Dollars each."

and

WHEREAS, the capital stock of the Company was thereafter increased from $1,000,000 to $3,500,000., said additional stock being like in all respects the stock of the Company authorized in said certificate of incorporation filed on or about the 27th day of May, 1901, a certificate of such increase of capital stock having been filed in the office of the Secretary of State on or about the 7th day of October, 1910; and

WHEREAS, in excess of five thousand shares of said common stock have not yet been issued;

NOW, THEREFORE, BE IT RESOLVED that it is advisable that the capital stock of the Company be increased from $3,500,000 to $5,000,000 divided into $2,000,000 of preferred stock and $3,000,000 of common stock by changing five thousand shares of the common stock not yet issued into an equal number of shares of preferred stock of the par value of $100 each and by creating fifteen thousand additional shares of such preferred stock, and that to this end it is advisable to amend further the said certificate of incorporation filed on or about May 27th, 1901 so that said Article "Fourth" as heretofore amended by said certificate filed on or about the 7th day of October, 1910 shall read as follows:-

FOURTH: The total authorized capital stock of the corporation is Five Million Dollars ($5,000,000) divided into fifty thousand (50,000) shares of the par value of One Hundred Dollars($100) each. Of such total authorized capital stock, twenty thousand (20,000) shares amounting to Two Million Dollars ($2,000,000) shall be preferred stock, and thirty thousand (30,000) shares amounting to Three Million Dollars ($3,000,000) shall be common stock.

The holders of the preferred stock shall be entitled to receive when and as declared from the surplus or net profits of the corporation dividends at the rate of five percent per annum yearly, half-yearly or

[ENCLOSURE]

quarterly as the Board of Directors may from time to time fix and determine. The dividends on the preferred stock shall be cumulative from the date of original issuance thereof. No dividends shall be paid on or set apart for any common stock at any time unless and until the holders of the preferred stock shall have received full dividends thereon at the rate of five percent per annum for all previous dividend periods or payment thereof provided for by duns set apart for such purpose.

After full cumulative dividends at the rate of five percent per annum on the preferred stock for all previous dividend periods shall have been declared and paid or payment provided for by funds set apart for the purpose, the holders of the common stock shall be entitled to receive when and as declared out of the remaining surplus or net profits, dividends at the rate of five percent per annum payable yearly, half-yearly or quarterly as the Board of Directors may from time to time fix and determine.

After full dividends as aforesaid on the common stock for all previous dividend periods from and after November 30, 1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917, and on the preferred stock from the date of the original issuance thereof, shall hav been declared and paid or payment provided for by funds set apart for that purpose, the remainder of any surplus or net profits shall be applicable to the payment of further dividends equally per share upon both preferred and common stocks which said further dividends shall not be at a rate in excess of three percent per annum on the preferred stock calculated cumulatively from the date of the original issuance thereof.

After dividends as hereinbefore provided for on the preferred and common stock shall have been declared and paid or payment provided for by funds set apart for the purpose to an amount not to exceed the rate of eight percent per annum, as aforesaid, the remainder or any surplus or net profits shall then be applicable to the payment of further dividends upon the common stock.

In determining the distribution of dividends between the preferred and common stock, there shall be excluded from calculation all dividends paid or payable upon the common stock in excess of the aggregate dividends at the rate of eight percent per annum to which said stock may be entitled as hereinbefore provided.

The preferred stock shall be subject to redemption, in whole or in part, at the option of the Corporation (to be determined by the Board of Directors, out of any surplus or net profits, at any time after three years from the original issuance thereof at one hundred and five percent (105%) of the par value thereof, together with all dividends declared thereon and remaining unpaid, provided, however, that no such preferred stock shall be so redeemed until full cumulative dividends at the rate of five percent per annum up to the date of such redemption on all outstanding preferred stock shall have been paid or funds set apart for this purpose.

In case the Board of Directors of the corporation shall determine to redeem the whole of the preferred stock, they shall cause to be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least thirty days before the date of such proposed redemption, a notice stating the price and place at which and the time when

[ENCLOSURE]

the redemption in such notice, the corporation shall, upon presentation, duly endorsed for transfer and surrender, of the certificate of saidpreferred stock, pay to the holder thereof the price fixed herein as the price of redemption, and the right to dividends upon any preferred stock shall cease on the date fixed by such notice for redemption.

In case the Board of Directors of the corporation shall determine to redeem a part of the preferred stock, in every such case the shares of such preferred stock represented by each certificate therefor as such certificates shall be outstanding at the beginning of business on the day fixed by the directors for such redemption, shall be redeemed proportionately. Notice of such partial redemption, stating the proportion to be redeemed, the price and place at which, and the time when such preferred stock is to be redeemed, shall be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least thirty days before the date of such proposed partial redemption. On and after the date fixed in the notice for such partial redemption, the corporation, upon presentation duly endorsed for transfer and surrender, or presentation for stamping (as the corporation may require) of any certificate for such preferred stock, shall pay to the holder thereof for each share redeemed the price fixed herein as the price of redemption, and the right of any holder of such preferred stock to dividends upon the shares represented by any certificate shall cease, in the proportion fixed in the notice as the proportion to be redeemed, on the day fixed for such redemption. In every case of such partial redemption, each certificate for the stock so redeemed shall be surrendered, and a new certificate issued for the number of shares represented by such certificate and remaining unredeemed, or the old certificate may be properly stamped and returned to the holder. In case of the surrender of the certificates, the corporation may issue scrip representing fractional portions of the unredeemed shares. Said scrip shall not entitle the holder thereof to receive dividends thereon while the same is outstanding; but such scrip may at any time be exchanged for certificates of stock when presented in amounts representing an even share or shares of stock, and upon such exchange, the holder of such scrip upon surrendering the same shall be entitled to be paid any dividends theretofore declared and remaining unpaid upon the stock represented thereby.

No preferred stock represented by a certificate bearing date prior to the date fixed for the redemption of the whole or a part of the preferred stock shall, after the date so fixed for such redemption, be transferred upon the books of the corporation unless and until such certificate shall have been surrendered or stamped by the corporation as the case may require.

In the event of the liquidation, dissolution or winding up (whether voluntary or involuntary) of the corporation, the assets and funds of the corporation, after payment of the corporation's indebtedness, shall be applied in the order mentioned as follows:-

First, to the payment to the holders of the preferred stock of the full amount of the par value of their preferred shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from the date of original issuance thereof; then to the payment to the holders of the common stock of the full amount of the par value of their common shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from and after November 30, 1917, or from and after the date of original issuance

[ENCLOSURE]

thereof in the case of common stock issued subsequent to November 30, 1917; and lastly, the remaining assets and funds shall be distributed among and paid to the holders of the preferred and common stock pro rata share and share alike, and without preference or priority of one class of shares over the other.

Each stockholder shall be entitled to one vote for each share of stock held by him, whether preferred or common stock.

AND BE IT FURTHER RESOLVED that a meeting of the stockholders to take action upon the foregoing resolution be called forthwith to be held at the principal office of the Company at the corner of Valley Road and Lakeside Avenue, West Orange, New Jersey, on Thursday, November 22nd, 1917, at ten o'clock A. M.

RESOLVED that the offer of the holders of the Company's First Mortgage five percent Gold Bonds now outstanding to sell their bonds to the Company at par plus accrued interest be and the same is hereby accepted, subject to ratification by the stockholders.

IN WITNESS THEREOF, I have hereunto signed my name as Secretary and affixed the seal of the Company, this nineteenth day of November, Nineteen Hundred Seventeen.

Arthur Mudd
Secretary

This agreement entered into this ___ day of ___ 1919 by & between the S Essence of the Storage Battery Co of Orange

Whereas, the SB Co is desirous of ~~extending~~ continuing to obtain its supply of Lithia Hydroxide from the S Co for a further period of 5 years &

Whereas, the Stimson Co is possessed of a Lithia mineral mine

affording it a supply of ore, and also of a factory capable of producing about 16000 to 18000 lbs of Dry Lithium hydroxide per month all of which is bought by the Battery Co, and

Whereas, in the course of business, the requirements of the Battery Co ~~may~~ may increase up to a quantity ~~[illegible]~~ of 40000 lbs monthly, and

Whereas the S Co is unwilling to erect additional Chemical

works to increase its capacity to this quantity which in certain contingencies might not be taken by the Lorraine BCo

It is thought that the Ballard Co will pay for the extra chemical apparatus necessary to increase the Company's Co 40 000 lbs monthly to the extent of $110 000, which is the Estimated

* said chemical apparatus

Cost, as per schedule made by the Lorraine Co and hereto attached

Thought cost more than the Estimates the Stock Co itself should pay for the excess, in any event the money payment by SBCo for said chemical apparatus shall be limited to $110 000 & this sum is to be paid in monthly installments covering a period of ——— years

After the expiration of the 5 yr period the property was for by the BCo should

become the property of the ~~[illegible]~~ Standard Co —

~~The [illegible] shall be [illegible]~~.

¶ The price which the E Co shall pay to the S Co shall be the price of sixty five cents per pound of dry Lithium hydroxide — with impurities not exceeding ___ % of which the following are limits ___ This to be added upon the basis of the price

¶ To the cost price the S Co may add 25 cents per lb as its profit x

The aforesaid base price is based on ~~which is~~ the present conditions as to labor costs & supplies —

¶ If at any time during the Contract period the cost of labor in its mines or factory increases ~~or decreases~~ so as to cause a increase ~~or decrease~~ in cost of the Lithium hydroxide, ~~[illegible]~~ a public accountant (mutually approved upon) shall determine from the S Co books such increase ~~or decrease~~ of cost, & this increased cost shall be added to the

base price of
65 cents —
the standard
adding its 25 cents
16 ounces,

Should the Edison Co
fail to pay for the
monthly requirements
within 60 days after
they are due the remaining
balance of $110 000 ~~or less~~
~~or more~~ ~~or less~~ or less
shall all be payable
at once —

It is understood & agreed that while
the monthly requirements ~~of~~
~~[illegible]~~ of the Dist Co
will be about 18000 to 20000 lbs
& may ~~be~~ reach 40 000 lbs
if the exigencies of business
warrant it necessary the
S.B may reduce the
requirements to any quantity
~~[illegible]~~ less than
18000 to 20000 lbs
monthly, but the payments
on account of the $110000 shall
continue until paid

Lithia
Standard Ess.

MEMORANDUM OF AGREEMENT made this day of November, 1918, by and between EDISON STORAGE BATTERY COMPANY, a New Jersey corporation of West Orange, New Jersey, hereinafter called the Edison Company, party of the first part, and STANDARD ESSENCE COMPANY, a New Jersey corporation, of Maywood, New Jersey, hereinafter called the Standard Company, party of the second part, WITNESSETH:

WHEREAS, the Edison Company is desirous of continuing to obtain its supply of Lithium Hydroxide from the Standard Company for a further period of five years, and,

WHEREAS, the Standard Company is possessed of a Lithium mineral mine affording it a supply of ore, and also of a factory capable of producing about 16,000 to 18,000 pounds of dry Lithium Hydroxide per month, all of which is bought by the Edison Company, and

WHEREAS, in the course of business, the requirements of the Edison Company for Lithium Hydroxide may increase up to a quantity of 40,000 pounds monthly, and

WHEREAS, the Standard Company is unwilling to erect additional Chemical Works to increase its capacity to this quantity, which in certain contingencies might not be taken by the Edison Company,

IT IS THEREFORE AGREED, that the Edison Company will pay for the extra chemical apparatus necessary to increase the capacity to 40,000 pounds, monthly, to the extent of $110,000, which is the estimated cost thereof, as per schedule made by the Standard Company and hereto attached.

Should said chemical apparatus cost more than the estimated cost, the Standard Company itself shall pay for the excess. In any event, the money payment by the Edison

Company for said chemical apparatus shall be limited to $110,000, and this sum is to be paid in monthly installments covering a period of months. After the expiration of the five year period, the property paid for by the Edison Company shall become the property of the Standard Company.

The price which the Edison Company shall pay to the Standard Company shall be the cost price of sixty-five cents per pound of dry Lithium Hydroxide ___%, with impurities not exceeding ____%, of which the following are limits. This is to be called the base price.

To the cost, or base price, the Standard Company may add 25¢ per pound as its profit. The aforesaid base price is based on the present conditions as to labor, costs and supplies.

If at any time during the contract period the cost of labor in its mines or factory increase so as to cause an increase in cost of the Lithium Hydroxide, a Public Accountant, mutually agreed upon, shall determine from the Standard Company's books such increase of cost, and this increased cost shall be added to the base price of sixty-five cents, the Standard Company adding its 25¢ per pound thereto.

Should the Edison Company fail to pay for its monthly requirements within 60 days after they are due, the remaining payment due on said sum of $110,000, or less, shall all be payable at once.

It is understood and agreed that while the present requirements of the Edison Company are about 18,000 to 20,000 pounds per month, and may reach 40,000 pounds, if the exigencies of business render it necessary the Standard Company

may reduce its requirements to any quantity less than 18,000 to 20,000 pounds monthly, but the payments on account of the $110,000 shall continue until paid.

BATTERY — STORAGE

Edison Storage Battery Co.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

THOMAS A. EDISON, PRESIDENT
E. M. NAHRGANG, VICE-PRESIDENT AND FINANCIAL EXECUTIVE
ROBERT A. BACHMAN, VICE-PRESIDENT AND GENERAL MANAGER
H. G. THOMPSON, VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. MILLER, TREASURER
ARTHUR MUDD, SECRETARY

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

June 11, 1919.

Reference:
IT:T:CR-2
RJU 11 756 559

Commissioner of Internal Revenue,
Treasury Department,
Washington, D. C.

Dear Sir: Attention of Mr. P. S. Talbert, Acting Deputy Commr.

From the enclosed exhibits you will see that we have taken the time to reply rather fully to your letter of April 22, in order to give you all the information you desire.

As requested, the following statements are enclosed, the same being in further support of the Income and Excess Profits Tax Returns of Edison Storage Battery Company and The Edison Storage Battery Supply Company, for the fiscal year ended February 28, 1917 (not 1916).

Exhibit 1: Consolidated Balance Sheets as at February 29, 1916 and February 28, 1917.

2: Consolidated Profit and Loss Statement for Fiscal Year ended February 28, 1917.

3: Analysis of Patent Account for past 19 years.

4: Letter signed by MR. THOS. A. EDISON, dated May 19, 1919, addressed to Mr. Talbert. Mr. Edison, the inventor of the Edison Storage Battery, and the world's foremost scientist, explains for your benefit the basis used in valuing the Company's patents.

After examining Exhibits 3 and 4 you may feel that our books show a rather low valuation of our patents. This, while undoubtedly being the case, is in harmony with our policy of always stating the facts of the business as conservatively as possible.

You will note from Mr. Edison's letter that the Company was in a more or less experimental stage up to 1910. As a matter of fact, the books were not balanced until February 28, 1910. Therefore, we are not enclosing yearly balance sheets and profit and loss accounts, beginning with the date of organization, as you requested, the other exhibits attached probably giving you all the information you desire.

ADJUSTMENT OF INVESTED CAPITAL:

Item 5, Schedule B, $16,820.56, is the difference between the actual bad debts written off and the amount of reserve set up to take care of bad debts, and hence is an item disallowed as a deduction from Income. Consequently it was added to Invested Capital, Feb. 28, 1917.

Item 6, Schedule B, $43,911.85, represents the amount written off by us on account of our old obsolete factory property in Glen Ridge N. J. Being an item disallowed as a deduction from Income we were obliged to add it to our Invested Capital, Feb. 28, 1917.

BAD DEBTS WRITTEN OFF:

With respect to Item 5 A "Loss - Bad Debts" $66,143.57. This amount was not written off until every effort had been made by our Credit Department to secure payment, which procedure was followed in each case. Some of the concerns went through bankruptcy proceedings.

INCOME AND PROFITS TAX RETURN FOR YEAR ENDING 2-28-18:

Your reference to Article 952 of Part II, Preliminary Regulations 45, is appreciated. On March 15, 1919, we filed Form #1031-T with our Collector in Newark, N. J., and paid the estimated tax then due thereon, and on June 15, 1919, we shall file final return on Form #1120, thus fully complying with the Regulations to which you so kindly directed our attention. In this, as well as in all other tax matters, we are personally guided by the Collector of Internal Revenue at Newark, N. J., with whom our returns are discussed at length before filing.

If you require further information please address your letter to the writer.

Very truly yours,

RHA

Assistant Financial Executive.

EDISON STORAGE BATTERY COMPANY
Orange, New Jersey.

May 19, 1919.

EXHIBIT No. 1 A

Edison Storage Battery Co. and The Edison Storage Battery Supply Co.
Consolidated Balance Sheet as at Feb. 28,1917.

ASSETS	Total	Elim. of Interco. items	Ed. Stor. Bat. Co.	Ed. Stor. Bat. Sup. Co.
Real Estate	$72,473.48		72,473.48	
Buildings	787,161.51		787,161.51	
Equipment	2,041,928.43		2,035,520.46	5,417.97
	2,901,563.42		2,895,145.45	5,417.97
Reserve for Depreciation	586,148.90		585,477.54	671.36
	2,315,414.52		2,310,667.91	4,746.61
Cash	245,261.01		227,088.81	18,172.20
Accounts Receivable	479,675.47		459,868.42	19,807.05
Notes Receivable	16,614.10		16,464.10	150.00
Due from Edison Industries	32,233.46	78,454.80	110,688.26	
Securities		900.00	900.00	
Inventories:				
Raw Mat'l & Supplies	350,655.48		350,655.48	
Work in Process	827,078.44		827,078.44	
Finished Stock	430,986.84		378,522.73	52,464.11
Deferred Charges Assets	17,645.58		15,180.33	2,465.25
Other Assets(Patents)	1,868,302.40		1,868,302.40	
	$6,583,867.30	79,354.80	6,565,416.88	97,805.22

EDISON STORAGE BATTERY COMPANY
Orange, New Jersey.

May 19, 1919.

EXHIBIT No. 1 B

Edison Storage Battery Co. and The Edison Storage Battery Supply Co.
Consolidated Balance Sheet as at Feb. 28, 1917.

LIABILITIES	Total	Elim. of Inter-Co. Items	Ed. Stor. Bat. Co.	Ed. Stor. Bat. Sup. Co.
Bonded Debt	2,000,000.00		2,000,000.00	
Accounts Payable	266,094.34		263,008.81	3,085.53
Notes Payable Bank Loans	510,000.00		510,000.00	
Due to Edison Industries		78,454.80		78,454.80
Deposits on Contracts	71,688.95		68,688.95	3,000.00
Deferred Liabilities	80,297.86		79,599.90	697.96
Reserve for Losses on Notes & Accts.Rec.	49,734.29		47,346.41	2,387.88
Reserve for Contingencies:	39,541.57		39,185.99	355.58
Capital Stock Common	2,998,300.00	900.00	2,998,200.00	1,000.00
Surplus	568,210.29		559,386.82	8,823.47
	$6,583,867.30	79,354.80	6,565,416.88	97,805.22

EDISON STORAGE BATTERY COMPANY
Orange, New Jersey.

May 19, 1919.

EXHIBIT No. 1 C

Edison Storage Battery Co. and The Edison Storage Battery Supply Co.
Consolidated Balance Sheet as at Feb. 29, 1916.

ASSETS	Total	Elim. of Inter-co. Items	Ed. Stor. Bat. Co.	Ed. Stor. Bat. Sup. Co.
Real Estate	43,839.11		43,839.11	
Buildings	65,328.87		65,328.87	
Machinery & Equipment	1,134,327.86		1,133,514.17	1,423.69
	1,244,105.84		1,242,682.15	1,423.69
Reserve for Depreciation	370,921.14		370,921.14	
	873,184.70		871,761.01	1,423.69
Cash	81,084.41		77,036.37	4,048.04
Accounts Receivable	322,391.57		308,411.62	13,979.95
Notes Receivable	6,300.00		6,300.00	
Due from Edison Industries	624,579.14	82,425.49	707,004.63	
Securities	14,156.52	900.00	15,056.52	
Inventories:				
Raw Materials & Supplies	211,576.95		211,576.95	
Work in Process	512,365.27		512,365.27	
Finished Stock	310,666.51		274,790.98	35,875.53
Deferred ~~Assets~~ Charges	32,034.47		31,920.73	113.74
Other Assets (Patents)	2,025,894.75		2,025,894.75	
	5,014,234.29	83,325.49	5,042,118.83	55,440.95

EDISON STORAGE BATTERY COMPANY
ORANGE, NEW JERSEY.

May 19,1919.

Exhibit No. 1 D

Edison Storage Battery Co. and The Edison Storage Battery Supply Co.
Consolidated Balance Sheet as at Feb. 29, 1916.

LIABILITIES	Total	Elim. of Inter-co. items	Ed. Stor. Bat. Co.	Ed. Stor. Bat. Sup. Co.
Bonded Debt	$ 500,000.00		500,000.00	
Accounts Payable	156,137.04		156,137.04	
Notes Payable, Edison Industries	47,000.00		47,000.00	
Due to Edison Industries	825,559.73	82,425.49	825,559.73	82,425.49
Deposits on Contracts	59,670.02		59,670.02	
Deferred Liabilities	56,789.58		56,789.58	
Reserve for Losses on Notes & Accts. Receivable	16,820.56		16,820.56	
Reserve for Contingencies	11,859.74		11,859.74	
Capital Stock Common	2,998,300.00	900.00	2,998,200.00	1,000.00
Surplus	342,997.62		370,082.16	27,984.54
	$5,014,234.29	83,325.49	5,042,118.83	55,440.95

EXHIBIT No. 2 May 19,1919.

Edison Storage Battery Co. and The Edison Storage Battery Supply Co.

Consolidated Profit & Loss Statement, Feb. 28, 1917.

	Ed. Stor. Bat. Sup. Co.	Ed. Stor. Bat. Co.	Total	
Gross Sales	95,535.17	3,599,978.66	3,695,513.83	
Cost of Goods Sold	53,682.72	2,200,321.08	2,254,003.80	
	41,852.45	1,399,657.58	1,441,510.03	
Rentals		72,317.69	72,317.69	
Interest		1,398.67	1,398.67	
From other Sources		14.39	14.39	
	41,852.45	1,473,388.33		1,515,240.78
Ordinary and necessary expenses	29,541.94	357,331.29	386,873.23	
Comp. of Officers		28,947.29	28,947.29	
Rep. to equipment		86,865.69	86,865.69	
Interest		81,695.55	81,695.55	
Taxes	389.57	11,639.39	12,028.96	
Rentals		150,650.19	150,650.19	
Bad debts written off	2,060.66	66,143.57	68,204.23	
Loss by fire		1,170.98	1,170.98	
Exhaustion	671.36	364,201.10	364,872.46	
	32,663.53	1,148,645.05		1,181,308.58
As per Form #1031, Line #8	9,188.92	324,743.28		333,932.20

EXHIBIT No. 3

PATENTS

Date	Explanation	Dr. to pat. acct	Cr. to dep. acct	Balance as per bal. sht
Jul 17 '01	At this date Edison Storage Battery Co. purchased from Mr. Edison his invention and the patents of a storage battery of an entirely new type, upon which he had been experimenting for a great many years in an exhaustive manner and at very great expense, for	$1,000,000.00		
Feb 28 '10	The patents taken out by Mr. Edison were assigned to Edison Storage Battery Co. in accordance with the agreement under which they purchased his invention, and it was found desirable to continue his experiments which resulted in important improvements which greatly increased the life and greatly improved the construction of the battery from mechanical and electrical standpoints. During this time it was also necessary to place the battery in the hands of the public in order to determine how it would stand up in actual practice, these commercial operations being carried on by Edison Storage Battery Co., and the net loss or expense thereof up to Feb. 28, 1910 was charged to Experimental (or patent) Account, as was necessary since the battery at that time was still in an experimental stage, and amounted to	$1,678,974.26		2,678,974.26

EXHIBIT No. 3

PATENTS

Date	Explanation	Dr. to pat. acct	Cr. to dep. acct	Balance as per bal. sht
	Forward	2,678,974.26		
Mar '10 to Feb '16	Cash expenditures	4,104.59		
	Depreciation		657,184.10	
		2,683,078.85	657,184.10	2,025,894.75
Mar '16 to Feb '17	Cash expenditures	246.72		
	Depreciation		157,839.07	
		2,683,325.57	815,023.17	1,868,302.40

Edison Storage Battery Co.

TRADE MARK
Thomas A. Edison

ORANGE, N.J. U.S.A.

CHARLES EDISON
CHAIRMAN
OF THE BOARD

OFFICE OF
VICE-PRESIDENT AND FINANCIAL EXECUTIVE

THOMAS A. EDISON, PRESIDENT
S. D. MANBERT, VICE-PRESIDENT AND VICE-PRESIDENT EXECUTIVE
ROBERT A. BACHMAN, VICE-PRESIDENT AND VICE-PRESIDENT MANAGER
H. O. THOMPSON, VICE-PRESIDENT AND GENERAL SALES MANAGER
H. F. MILLER, TREASURER
ARTHUR HUDD, SECRETARY

May 16, 1919.

Mr. T. Talbert,
Acting Deputy Commissioner of Internal Revenue,
Washington, D. C.

Dear Sir:

In 1901 the Edison Storage Battery Company purchased from me my invention and the patents of a storage battery of an entirely new type, upon which I had been experimenting for a great many years in an exhaustive manner and at very great expense, for $1,000,000.00

This invention was of a basic and poineer character, and the Edison Storage Battery Company has a complete monopoly in the manufacture of batteries in which an alkaline electrolyte is used in combination with electrodes employing compounds of iron and nickel respectively instead of an acid electrolyte as used in the well known forms of lead batteries.

The patents taken out were by me assigned to the Edison Storage Battery Company in accordance with the agreement under which they purchased my invention, and it was found desirable to continue my experiments which resulted in important improvements which greatly increased the life and greatly improved the construction of the battery from mechanical and electrical standpoints. During this time it was also necessary to place the battery in the hands of the public in order to determine how it would stand up in actual practice, these commercial operations being carried on by the Edison Storage Battery Company, and the net loss or expense thereof up to February 28, 1910 and amounting to $1,678,974.26 was charged to their

experimental (or Patent) Account, as was necessary since the battery at that time was still in an experimental stage.

The proof of the value of these patents to the Company is apparent when it is considered that the total sales from 1901 to the end of the fiscal year February 28, 1910 was but $619,000. as compared with sales made during the fiscal year ended February 28, 1919 of six million dollars. In the last eight years the Edison Storage Battery Company has sold nearly twenty-two and three quarter million dollars worth of storage batteries.

The Company has today invested in land and buildings over eight hundred thousand dollars; in machinery, tools and equipment over one and a half million dollars; and in inventories of raw materials, work in process and finished stock over two and three quarter million dollars. Its accounts receivable are close to the million dollar mark.

The splended growth of the business is attributable to the superior quality of its product, made possible by the experimental and research work performed during the early part of the Corporation's existence, and the patents which resulted therefrom.

Yours very truly,

(Signed) THOS. A. EDISON

President.

Preliminary Draft

Edison Storage Battery Co.

THOMAS A. EDISON, INCORPORATED. A PRODUCT OF THE EDISON LABORATORIES

ORANGE, N.J., U.S.A.

OK'd 6/28/23

IN REPLYING ADDRESS THE COMPANY AND REFER TO

June 28, 1923

International Equipment Co.,
Transportation Bldg.,
Montreal, Quebec, Canada.

Gentlemen:

It is mutually agreed to supplement and amend our contract with you of November 9, 1922 with reference to the sales of Edison storage batteries in the Dominion of Canada and Newfoundland, as follows:

(1) To avoid any possible misunderstanding, it is to be understood that our agreement with you covers only cells of the types specifically mentioned in paragraph 14 of said agreement, and that it is not to cover sales of a new type of storage battery on which Mr. Edison is now working and which is especially designed or to be designed for starting internal combustion engines and which is referred to by Mr. Edison as the "Ford Starter Battery," which said new type of storage battery may or may not be manufactured and marketed by us.

(2) On all sales to you on orders placed after the date hereof for A, B, G and L type cells, we will allow you an additional ~~discount~~ allowance of five (5%) per cent., making the discount and allowance on cells of said types as follows:

A & B type cells.....30% and 5%
G --- " " .....25% and 5%
L --- " " .....25% and 5%.

to cover cost of manufacture and for freight to customers,

(3) Paragraph 9 of the agreement of November 9, 1922 is hereby cancelled, and you agree to sell all batteries hereafter purchased from us with the understanding that no guaranty or replacement agreement made by us applies to them, except that we will replace free of charge any cell which when returned to us f.o.b. Orange, N.J. within one year from its date of shipment from our factory shall, upon our inspection, prove to

be defective in workmanship or material. You will further agree that no guaranty or replacement agreement on Edison cells which you may make or enter into upon your own responsibility and at your own risk and expense shall be more liberal than the terms of the standard guaranty or replacement agreement then being offered by us generally to purchasers in the United States.

(4) It is further agreed that said agreement of November 9, 1922 as hereby supplemented and amended shall be binding upon both parties for a period of four years from November 9, 1922 and thereafter until cancelled. It may after said four years' period be cancelled by either party upon 60 days' notice in writing to the other. This paragraph shall supersede paragraph 27 of said agreement of November 9, 1922.

(5) Except as herein supplemented and amended, said agreement of November 9, 1922 shall remain in full force and effect.

Very truly yours,

EDISON STORAGE BATTERY COMPANY

By_____
Chairman of the Board of Directors.

Accepted and agreed to:

INTERNATIONAL EQUIPMENT COMPANY

By_____

State of New Jersey

Department of State.

I, Thomas F. Martin, Secretary of State of the State of New Jersey do hereby Certify that the foregoing is a true copy of CERTIFICATE OF AMENDMENT of CERTIFICATE OF INCORPORATION of EDISON STORAGE BATTERY COMPANY,

and the endorsements thereon as the same is taken from and compared with the original filed in my office on the Third day of July A.D. 1924, and now remaining on file and of record therein.

In Testimony Whereof, I have hereunto set my hand and affixed my Official Seal at Trenton, this Third day of July A.D. 1924.

Secretary of State.

CERTIFIED COPY

OF

Certificate of Amendment of

Certificate of Incorporation

of

EDISON STORAGE BATTERY COMPANY.

1924-07-02

CERTIFICATE OF AMENDMENT OF CERTIFICATE OF INCORPORATION

OF EDISON STORAGE BATTERY COMPANY.

The location of the principal office in this State is at the corner of Valley Road and Lakeside Avenue in the Town of West Orange, County of Essex and State of New Jersey.

The name of the agent therein and in charge thereof upon whom process against this corporation may be served is Harry F. Miller.

RESOLUTION OF BOARD OF DIRECTORS

"The Board of Directors of Edison Storage Battery Company, a corporation of New Jersey, on this 26th day of June, 1924, do hereby resolve and declare that it is advisable that Article Fourth of the Certificate of Incorporation of this Company as heretofore amended be further amended to read as follows:-

'FOURTH: The total authorized capital stock of the corporation is Five Million Dollars ($5,000,000) divided into fifty thousand (50,000) shares of the par value of One Hundred Dollars ($100) each. Of such total authorized capital stock, twenty thousand (20,000) shares amounting to Two Million Dollars ($2,000,000) shall be preferred stock, and thirty thousand (30,000) shares amounting to Three Million Dollars ($3,000,000) shall be common stock.

'The holders of the preferred stock shall be entitled to receive when and as declared from the surplus or net profits of the corporation dividends at the rate of five percent per annum yearly, half-yearly or quarterly, as the Board of Directors may from time to time fix and determine. The dividends on the preferred stock shall be cumulative from the date of original issuance thereof. No dividends shall be paid on or set apart for any common stock at any time unless and until the holders of the preferred stock shall have received full dividends thereon at the rate of five percent per annum for all previous dividend periods or payment thereof provided for by funds set apart for such purpose.

'After full cumulative dividends at the rate of five percent per annum on the preferred stock for all previous dividend periods shall have been declared and paid or payment provided for by funds set apart for the purpose, the holders of the common stock shall be entitled to receive when and as declared out of the remaining surplus or net profits, dividends at the rate of five percent per annum payable yearly, half-yearly or quarterly as the Board of Directors may from time to time fix and determine.

'After full dividends as aforesaid on the common stock for all previous dividend periods from and after November 30,1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917, and on the preferred stock from the date of the original issuance thereof, shall have been declared and paid or payment provided for by funds set apart for that purpose, the remainder of any surplus or net profits shall be applicable to the payment of further dividends equally per share upon both preferred and common stock, which said further dividends shall not be at a rate in excess of three percent per annum on the preferred stock calculated cumulatively from the date of the original issuance thereof.

'After dividends as hereinbefore provided for on the preferred and common stock shall have been declared and paid

or payment provided for by funds set apart for the purpose to an amount not to exceed the rate of eight percent per annum, shall as aforesaid, the remainder of any surplus or net profits shall then be applicable to the payment of further dividends upon the common stock.

'In determining the distribution of dividends between the preferred and common stock, there shall be excluded from calculation all dividends paid or payable upon the common stock in excess of the aggregate dividends at the rate of eight percent per annum to which said stock may be entitled as hereinbefore provided.

'The preferred stock shall be subject to redemption, in whole or in part, at the option of the corporation (to be determined by the Board of Directors), at any time after three years from the original issuance thereof at one hundred and five percent (105%) of the par value thereof, together with all dividends declared thereon and remaining unpaid, provided, however, that no such preferred stock shall be so redeemed until full cumulative dividends at the rate of five percent per annum up to the date of such redemption on all outstanding preferred stock shall have been paid or funds set apart for this purpose.

'In case the Board of Directors of the corporation shall determine to redeem the whole of the preferred stock, they shall cause to be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least five days before the date of such proposed redemption, a notice stating the price and place at which and the time when said preferred stock is to be redeemed. On and after the date fixed for the redemption in such notice, the corporation shall, upon presentation, duly endorsed for transfer and surrender, of the certificate of said preferred stock, pay to the holder thereof the price fixed herein as the price of redemption, and the right to dividends upon any preferred stock shall cease on the date fixed by such notice for redemption.

'In case the Board of Directors of the corporation shall determine to redeem a part of the preferred stock, in every such case the shares of such preferred stock represented by each certificate therefor as such certificates shall be outstanding at the beginning of business on the day fixed by the directors for such redemption, shall be redeemed proportionately. Notice of such partial redemption, stating the proportion to be redeemed, the price and place at which, and the time when such preferred stock is to be redeemed, shall be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least five days before the date of such proposed partial redemption. On and after the date fixed in the notice for such partial redemption, the corporation, upon presentation duly endorsed for transfer and surrender, or presentation for stamping (as the corporation may require) of any certificate for such preferred stock, shall pay to the holder thereof for each share redeemed the price fixed herein as the price of redemption, and the right of any holder of such preferred stock to dividends upon the shares represented by any certificate shall cease, in the proportion fixed in the notice as the proportion to be redeemed, on the day fixed for such redemption. In every case of such partial redemption, each certificate for the stock so redeemed shall be surrendered, and a new certificate issued for the number of shares represented by such certificate and remaining unredeemed, or the old certificate may be properly stamped and returned to the holder. In case of the surrender of the certificate, the corporation may issue scrip representing fractional portions of the unredeemed shares. Said scrip shall not entitle the holder thereof to receive dividends thereon while the same is outstanding; but such scrip may at any time be exchanged for certificates of stock when presented in amounts rep-

resenting an even share or shares of stock, and upon such exchange, the holder of such scrip upon surrendering the same shall be entitled to be paid any dividends theretofore declared and remaining unpaid upon the stock represented thereby.

'No preferred stock represented by a certificate bearing date prior to the date fixed for the redemption of the whole or a part of the preferred stock shall, after the date so fixed for such redemption, be transferred upon the books of the corporation unless and until such certificate shall have been surrendered or stamped by the corporation as the case may require.

'In the event of the liquidation, dissolution or winding up (whether voluntary or involuntary) of the corporation, the assets and funds of the corporation, after payment of the corporation's indebtedness, shall be applied in the order mentioned as follows:-

'First, to the payment to the holders of the preferred stock of the full amount of the par value of their preferred shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from the date of original issuance thereof; then to the payment to the holders of the common stock of the full amount of the par value of their common shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from and after November 30, 1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917; and lastly, the remaining assets and funds shall be distributed among and paid to the holders of the preferred and common stock pro rata share and share alike, and without preference or priority of one class of shares over the other.

'Each stockholder shall be entitled to one vote for each share of stock held by him, whether preferred or common stock.'

and do hereby call a meeting of the stockholders to be held at the office of the Company, corner Valley Road and Lakeside Avenue, in the Town of West Orange, County of Essex and State of New Jersey, on the second day of July, 1924, at 1:30 p.m., to take action upon the above resolution."

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Certificate of Change

Edison Storage Battery Company, a corporation of New Jersey, doth hereby certify that it has amended Article Fourth of the Certificate of Incorporation of the Company as heretofore amended to read as follows:

"FOURTH: The total authorized capital stock of the corporation is Five Million Dollars ($5,000,000) divided into fifty thousand (50,000) shares of the par value of One Hundred Dollars ($100) each. Of such total authorized capital stock, twenty thousand (20,000) shares amounting to Two Million Dollars ($2,000,000) shall be preferred stock, and thirty thousand (30,000) shares amounting to Three Million Dollars($3,000,000) shall be common stock.

"The holders of the preferred stock shall be entitled to receive when and as declared from the surplus or net profits of the corporation dividends at the rate of five percent per annum yearly, half-yearly or quarterly, as the Board of Directors

may from time to time fix and determine. The dividends on the preferred stock shall be cumulative from the date of original issuance thereof. No dividends shall be paid on or set apart for any common stock at any time unless and until the holders of the preferred stock shall have received full dividends thereon at the rate of five percent per annum for all previous dividend periods or payment thereof provided for by funds set apart for such purpose.

"After full cumulative dividends at the rate of five percent per annum on the preferred stock for all previous dividend periods shall have been declared and paid or payment provided for by funds set apart for the purpose, the holders of the common stock shall be entitled to receive when and as declared out of the remaining surplus or net profits, dividends at the rate of five percent per annum payable yearly, half-yearly or quarterly as the Board of Directors may from time to time fix and determine.

"After full dividends as aforesaid on the common stock for all previous dividend periods from and after November 30, 1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917, and on the preferred stock from the date of the original issuance thereof, shall have been declared and paid or payment provided for by funds set apart for that purpose, the remainder of any surplus or net profits shall be applicable to the payment of further dividends equally per share upon both preferred and common stock, which said further dividends shall not be at a rate in excess of three percent per annum on the preferred stock calculated cumulatively from the date of the original issuance thereof.

"After dividends as hereinbefore provided for on the preferred and common stock shall have been declared and paid or payment provided for by funds set apart for the purpose to an amount not exceeding the rate of eight percent per annum, as aforesaid, the remainder of any surplus or net profits shall then be applicable to the payment of further dividends upon the common stock.

"In determining the distribution of dividends between the preferred and common stock, there shall be excluded from calculation all dividends paid or payable upon the common stock in excess of the aggregate dividends at the rate of eight percent per annum to which said stock may be entitled as hereinbefore provided.

"The preferred stock shall be subject to redemption, in whole or in part, at the option of the corporation (to be determined by the Board of Directors), at any time after three years from the original issuance thereof at one hundred and five percent (105%) of the par value thereof, together with all dividends declared thereon and remaining unpaid, provided, however, that no such preferred stock shall be so redeemed until full cumulative dividends at the rate of five percent per annum up to the date of such redemption on all outstanding preferred stock shall have been paid or funds set apart for this purpose.

"In case the Board of Directors of the corporation shall determine to redeem the whole of the preferred stock, they shall cause to be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least five days before the date of such proposed redemption, a notice stating the price and place at which and the time when said preferred stock is to be redeemed. On and after the date fixed for the redemption in such notice, the corporation shall, upon presentation, duly endorsed for transfer and surrender, of the certificate of said preferred stock, pay to

the holder thereof the price fixed herein as the price of redemption, and the right to dividends upon any preferred stock shall cease, on the date fixed by such notice for redemption.

"In case the Board of Directors of the corporation shall determine to redeem a part of the preferred stock, in every such case the shares of such preferred stock represented by each certificate therefor as such certificates shall be outstanding at the beginning of business on the day fixed by the directors for such redemption, shall be redeemed proportionately. Notice of such partial redemption, stating the proportion to be redeemed, the price and place at which, and the time when such preferred stock is to be redeemed, shall be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least five days before the date of such proposed partial redemption. On and after the date fixed in the notice for such partial redemption, the corporation, upon presentation duly endorsed for transfer and surrender, or presentation for stamping (as the corporation may require) of any certificate for such preferred stock, shall pay to the holder thereof for each share redeemed the price fixed herein as the price of redemption, and the right of any holder of such preferred stock to dividends upon the shares represented by any certificate shall cease, in the proportion fixed in the notice as the proportion to be redeemed, on the day fixed for such redemption. In every case of such partial redemption, each certificate for the stock so redeemed shall be surrendered, and a new certificate issued for the number of shares represented by such certificate and remaining unredeemed, or the old certificate may be properly stamped and returned to the holder. In case of the surrender of the certificate, the corporation may issue scrip representing fractional portions of the unredeemed shares. Said scrip shall not entitle the holder thereof to receive dividends thereon while the same is outstanding; but such scrip may at any time be exchanged for certificates of stock when presented in amounts representing an even share or shares of stock, and upon such exchange, the holder of such scrip upon surrendering the same shall be entitled to be paid any dividends theretofore declared and remaining unpaid upon the stock represented thereby.

"No preferred stock represented by a certificate bearing date prior to the date fixed for the redemption of the whole or a part of the preferred stock shall, after the date so fixed for such redemption, be transferred upon the books of the corporation unless and until such certificate shall have been surrendered or stamped by the corporation as the case may require.

"In the event of the liquidation, dissolution or winding up (whether voluntary or involuntary) of the corporation, the assets and funds of the corporation, after payment of the corporation's indebtedness, shall be applied in the order mentioned as follows:-

"First, to the payment to the holders of the preferred stock of the full amount of the par value of their preferred shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from the date of original issuance thereof; then to the payment to the holders of the common stock of the full amount of the par value of their common shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from and after November 30, 1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917; and lastly, the remaining assets and funds shall be distributed among and paid to the holders of the preferred and common stock pro rata share and share alike, and without preference or priority of one class of shares over the other.

"Each stockholder shall be entitled to one vote for each share of stock held by him, whether preferred or common stock."

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said amendment having been duly declared by resolution of said Board of Directors of said Company (above recited) to be advisable, and having been duly and regularly assented to by the vote of two-thirds in interest of each class of the stockholders having voting powers, at a meeting duly called by the Board of Directors for that purpose, and the written assent of said stockholders as hereto appended.

IN WITNESS WHEREOF, said Edison Storage Battery Company has caused this certificate to be signed by its President and Secretary and its corporate seal to be hereto affixed the Second day of July, 1924.

EDISON STORAGE BATTERY COMPANY

Thos A Edison.
President.

J. V. Anderson
Secretary.

STOCKHOLDER'S ASSENT TO CHANGE

We, the subscribers, being at least two-thirds in interest of each class of the stockholders of Edison Storage Battery Company, having voting powers, having at a meeting regularly called for the purpose, voted in favor of amending Article Fourth of the Certificate of Incorporation of the Company, as heretofore amended, to read as follows:

"FOURTH: The total authorized capital stock of the corporation is Five Million Dollars ($5,000,000) divided into fifty thousand (50,000) shares of the par value of One Hundred Dollars ($100) each. Of such total authorized capital stock, twenty thousand (20,000) shares amounting to Two Million Dollars ($2,000,000) shall be preferred stock, and thirty thousand (30,000) shares amounting to Three Million Dollars ($3,000,000) shall be common stock.

"The holders of the preferred stock shall be entitled to receive when and as declared from the surplus or net profits of the corporation dividends at the rate of five percent per annum, yearly, half-yearly or quarterly, as the Board of Directors may from time to time fix and determine. The dividends on the preferred stock shall be cumulative from the date of original issuance thereof. No dividends shall be paid on or set apart for any common stock at any time unless and until the holders of the preferred stock shall have received full dividends thereon at the rate of five percent per annum for all previous dividend periods or payment thereof provided for by funds set apart for such purpose.

"After full cumulative dividends at the rate of five percent per annum on the preferred stock for all previous dividend periods shall have been declared and paid or payment provided for by funds set apart for the purpose, the holders of the common stock shall be entitled to receive when and as declared out of the remaining surplus or net profits, dividends at the rate of five percent per annum payable yearly, half-yearly or quarterly as the Board of Directors may from time to time fix and determine.

"After full dividends as aforesaid on the common stock for all previous dividend periods from and after November 30, 1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917, and on the preferred stock from the date of the original issuance thereof, shall have been declared and paid or payment provided for by funds set apart for that purpose, the remainder of any surplus or net profits shall be applicable to the payment of further dividends equally per share upon both preferred and common stock, which said further dividends shall not be at a rate in excess of three percent per annum on the preferred stock calculated cumulatively from the date of the original issuance thereof.

"After dividends as hereinbefore provided for on the preferred and common stock shall have been declared and paid or payment provided for by funds set apart for the purpose to an amount not to exceed the rate of eight percent per annum, as aforesaid, the remainder of any surplus or net profits shall then be applicable to the payment of further dividends upon the common stock.

"In determining the distribution of dividends between the preferred and common stock, there shall be excluded from calculation all dividends paid or payable upon the common stock in excess of the aggregate dividends at the rate of eight percent per annum to which said stock may be entitled as hereinbefore provided.

"The preferred stock shall be subject to redemption, in whole or in part, at the option of the corporation (to be determined by the Board of Directors), at any time after three years from the original issuance thereof at one hundred and five percent (105%) of the par value thereof, together with all dividends declared thereon and remaining unpaid, provided, however, that no such preferred stock shall be so redeemed until full cumulative dividends at the rate of five percent per annum up to the date of such redemption on all outstanding preferred stock shall have been paid or funds set apart for this purpose.

"In case the Board of Directors of the corporation shall determine to redeem the whole of the preferred stock, they shall cause to be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least five days before the date of such proposed redemption, a notice stating the price and place at which and the time when said preferred stock is to be redeemed. On and after the date fixed for the redemption in such notice, the corporation shall, upon presentation, duly endorsed for transfer and surrender, of the certificate of said preferred stock, pay to the holder thereof, the price fixed herein as the price of redemption, and the right to dividends upon any preferred stock shall cease on the date fixed by such notice for redemption.

"In case the Board of Directors of the corporation shall determine to redeem a part of the preferred stock, in every such case the shares of such preferred stock represented by such certificate therefor as such certificates shall be outstanding at the beginning of business on the day fixed by the directors for such redemption, shall be redeemed proportionately. Notice of such partial redemption, stating the proportion to be redeemed, the price and place at which, and the time when such preferred stock is to be redeemed, shall be mailed to each holder of the preferred stock at his address registered upon the books of the corporation, at least five days before the date of such proposed partial redemption. On and after the date fixed in the notice for such partial redemption, the corporation, upon presentation duly endorsed for transfer and surrender, or presentation for stamping (as the corporation may require), of any certificate for such preferred stock, shall pay to the holder thereof for each share redeemed the price fixed herein as the price of redemption, and the right of any holder of such preferred stock to dividends upon the shares represented by any certificate shall cease, in the proportion fixed in the notice as the proportion to be redeemed on the day fixed for such redemption. In every case of such partial redemption, each certificate for the stock so redeemed shall be surrendered, and a new certificate issued for the number of shares represented by such certificate and remaining unredeemed, or the old certificate may be properly stamped and returned to the holder. In case of the surrender of the certificate, the corporation may issue scrip representing fractional portions of the unredeemed shares. Said scrip shall not entitle the holder

thereof to receive dividends thereon while the same is outstanding; but such scrip may at any time be exchanged for certificates of stock when presented in amounts representing an even share or shares of stock, and upon such exchange, the holder of such scrip upon surrendering the same shall be entitled to be paid any dividends theretofore declared and remaining unpaid upon the stock represented thereby.

"No preferred stock represented by a certificate bearing date prior to the date fixed for the redemption of the whole or a part of the preferred stock shall, after the date so fixed for such redemption, be transferred upon the books of the corporation unless and until such certificate shall have been surrendered or stamped by the corporation as the case may require.

"In the event of the liquidation, dissolution or winding up (whether voluntary or involuntary) of the corporation, the assets and funds of the corporation, after payment of the corporation's indebtedness, shall be applied in the order mentioned as follows:-

"First, to the payment to the holders of the preferred stock of the full amount of the par value of their preferred shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from the date of original issuance thereof; then to the payment to the holders of the common stock of the full amount of the par value of their common shares together with the amount of any deficit in dividends thereon calculated at the rate of five percent per annum from and after November 30, 1917, or from and after the date of original issuance thereof in the case of common stock issued subsequent to November 30, 1917; and lastly, the remaining assets and funds shall be distributed among and paid to the holders of the preferred and common stock pro rata share and share alike, and without preference or priority of one class of shares over the other.

"Each stockholder shall be entitled to one vote for each share of stock held by him, whether preferred or common stock."

do now, pursuant to the Statute, hereby give our written assent to said change.

WITNESS our hands this Second day of July 1924

Name	No. of Shares of Common Stock	No. of Shares of Preferred Stock
Thos A Edison	75	—
Charles Edison	1	—
N. F. Miller	1	—
[illegible]	10	—
[illegible]	1	—
[illegible]	1	—
Thomas A. Edison (subscribed) per N. F. Miller Agent	26,961	20,000

STATE OF New JERSEY } ss.:	No. of Shares of Common Stock	No. of Shares of Preferred Stock
Henry R. Brown	50	—
Frank S. Dyer	25	—
Thomas T. Sauvet	235	—
W. E. Gilmore	10	—
Wm. Daniel Frey	5	—
Chas. W. Tice	5	—
Jesse C. Rudolph	5	—
Willard P. Ford	25	—
J. J. Shambaha	50	—

BE IT REMEMBERED that on this 8th day of July, 1904, before me, the subscriber, a notary public of New Jersey, personally appeared John J. Holland, who being by me duly sworn, according to law, on his oath, says that he is the secretary of the corporation named in the annexed certificate; that he knows the seal affixed to said certificate is the corporate seal of said corporation; that Thomas A. Edison is President of said corporation and signed said certificate and affixed said seal thereto, and delivered said certificate by authority of the board of directors; that the parties named therein are the owners of record and hold the number of shares of the capital stock of said corporation set forth opposite their respective names; and he further says that the resolution of the board of directors contained in said certificate is truly and correctly set forth therein; that said resolution was adopted at a meeting of the said board of directors duly convened and held on the 16th day of June, 1904.

AND he further says that the consent hereto appended is signed by at least two-thirds in interest of each class of stockholders of said corporation having voting powers, either in person or by their duly constituted attorneys-in-fact or proxies duly authorized in writing.

J. J. Shambaha

Subscribed and sworn to before me the day and year aforesaid.

Edward Williamson
Notary Public of New Jersey

Total	27,440	20,000

STATE OF NEW JERSEY)
: ss.:
COUNTY OF ESSEX)

Be it Remembered that on this 2nd day of July, A.D. 1924, before me, the subscriber, a Notary Public of the State of New Jersey, personally appeared John W. Robinson, Secretary of Edison Storage Battery Company, the corporation mentioned in and which executed the foregoing certificate, who, being by me duly sworn on his oath, says he is such Secretary; that the seal affixed to said certificate is the corporate seal of said corporation, the same being well known to him; that Thomas A. Edison is President of said corporation and signed said certificate and affixed said seal thereto, and delivered said certificate by authority of the Board of Directors and with the assent of at least two-thirds in interest of each class of the stockholders of said corporation having voting powers, as and for his voluntary act and deed and the voluntary act and deed of the said corporation, in the presence of deponent who thereupon subscribed his name thereto as witness.

And he further says that the resolution of the Board of Directors contained in said certificate is truly and correctly set forth therein and that said resolution was adopted at a meeting of the said Board of Directors duly convened and held on the 26th day of June, 1924.

ENDORSED:
THOMAS F. MARTIN,

And he further says that the assent hereto appended is signed by at least two-thirds in interest of each class of stockholders of said corporation having voting powers, either in person or by their several duly constituted attorneys-in-fact thereunto duly authorized in writing.

J. W. Robinson

Subscribed and sworn to before
me the day and year aforesaid.

A. Edmund Williamson
Notary Public of New Jersey

ENDORSED:

"FILED AND RECORDED Jul 3 1924
THOMAS F.MARTIN,
Secretary of State."

CERTIFICATE OF AMENDMENT

of

CERTIFICATE OF INCORPORATION

of

EDISON STORAGE BATTERY COMPANY

Edison Storage Battery Company Records
Letterbook (1904-1916)

This letterbook covers the period June 1904-November 1916. Many of the early letters are by Walter S. Mallory, vice president of ESBCo. Many of the later letters are by Harry F. Miller, who served as secretary and then as treasurer of the company. Other correspondents include Edison and George A. Meister. Included is correspondence regarding the financial health and administration of the company and relations with its British sales agents. Also included are letters delaying the payment of accounts, announcing board meetings, and arranging for the purchase of insurance and supplies. In addition, there is a series of letters prepared by Miller on Edison's behalf to investor Arthur I. Clymer of Ohio. A tag tied into the binding is marked "Edison S. B. Co. Duplicate Letter Book June 1904 to Nov 1916." The book contains 992 numbered pages and an index; it has been used to page 682. Several letters have been pasted into the book.

The book is badly water damaged, and many letters are illegible in part or in whole. Every effort has been made to locate fully legible documents elsewhere in the ESBCo record group that duplicate the information in this letterbook. Less than 10 percent of the documents in the book have been selected. The index has also been selected to provide information that may otherwise be inaccessible.

Additional letterbooks containing items pertaining to the development of Edison's storage battery can be found in the National Phonograph Company Records and the Edison Ore Milling Syndicate Records (Company Records Series).

Avant, W. H. 118 302
Augusta Oil & Bearing Co 282

Alsworth W. J.	3	38	44											
Allison W. J.	4	20	78	80	134	154	164	242	262	264				
Anderson W. J.	36													
~~Stab~~														
Ashley James T. Treas.	62	64												
Adams Express Co.	245	456												

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Bradley F. E. 90-115
Brown H. O. 19
Bergeron G. 267

Baldwin Chain Mfg Co 270
Beach B. V. 289
Beaver Mike 796
Boden J. 301

Bee W. G.	21	133	444	512	517	561	585										
Baker Motor Vehicle Co.	11	42	53														
Bloomfield National Bank.	61	67	89	227.	229.												
Bergmann S.	158	540															
Bass & Co.	238																
Becker Berg. V.	265	339	451	464	468	504	522										
Brown X. S.	316																
Bagby William	329	358	445	523													
Brown & Kenny P.	365	483	524														
Becker B. L.	386																
Blood W. H.	415																
Bridgeton machine	419																
Bachman, R. A.	516	525	556														
Bretz, O. W.	562																

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Feb. 1/05

Mr. V. Karapetoff,

Cornell University,

Ithaca, N. Y.

Dear Sir:--

Replying to yours of the 13th ult., which has been delayed owing to Mr. Edison's illness, beg to state that the storage battery is undergoing certain mechanical changes at present, and we would prefer not to send cells at this time, as we believe the new type of cell will be very much better in every [illegible] at those which we have been manufacturing.

[illegible]

[illegible] V.P.

[illegible] V.P.

Feb. 4/ 05.

590

S. Bergmann, Esq.,
Berlin, Germany.

Dear Sir:

Some days ago we received your cablegram which was as follows: "Would you consider rubber cans somewhat flexible if cost ninety cents including cover", and we have been compelled to hold it, as Mr. Edison was not in condition to be seen.

We have, however, seen him to-day and he states as follows: "Rubber cans no good, new welded cans now perfectly [illegible]

We [illegible] the welded cans and got from 25 [illegible]

Feb. 9/05

Weston Electric Instrument Company,

Newark, N.J.

Gentlemen:--

Replying to yours of the 31st ult. which has been forwarded to us from our Glen Ridge Plant, beg to state that we have had the matter looked into and find that all our measuring instruments have been made by your company, with the exception of one, which came to us on a Waverley automobile.

Mr. Edison says that we will discontinue its use, and [illegible] that you [illegible] free of charge [illegible]

V.P.

April 8 1905.

Ingersoll-Sargeant Drill Co.,

26 Cortland Street,

New York City.

Gentlemen:--

Replying to yours of the 7th, relative to the 8 and 8 x 8 Class "F" Compressor No. 1123 and 36 x 36 Air Receiver, beg to state that it is Mr. Edison's intention to resume the experimental work on the air heater as soon as he gets through with the storage battery work. Just when this will be we cannot say at this writing. [illegible] we have the installation ready for this work, [illegible] possible, and [illegible]

[MISDATED BY AUTHOR: CORRECT DATE IS MAY 26, 1905]

May 26th, 1904

Col. George M. Studebaker,
South Bend, Indiana.

Dear Mr. Studebaker:

Your letter of the 16th inst. received, and I am gratified to hear you express your confidence in the future of my battery, and I in turn feel sure that its adoption by your Company will be to our mutual advantage.

I have found it necessary, in order to attain the best results, to increase the dimensions of the various cells and enclose herewith two small sketches giving the dimensions of the several new [illegible] designed to take the place of the E-10 and E-17 [illegible]

The [illegible] voltage of the new cell will be 1.2 volts [illegible] which you will note is practically the same as before.

At present, it is impossible [illegible] to definitely [illegible] just [illegible] will [illegible] from the second manufacture [illegible] but I believe that we can furnish you with [illegible] your cells you will require for early spring delivery, and [illegible] report to [illegible] I [illegible] any [illegible]

Col. George M. Studebaker - 2.

batteries at that time in order to hold the Spring trade.

Trusting that the above will give you the information that you desire, I am, with kindest regards -

Yours very truly,

Thos A Edison

215

224

Aug. 7, 1905.

[illegible] will be 1.2 volts [illegible] Betty Ckd. and Credit John J. Ott [illegible] [illegible] before. [illegible] 12.20

[illegible] over [illegible]

147

January 31,1906.

Gold Car Heating & Lighting Co.,
17 Battery Place,
New York, N.Y.

Gentlemen:-

Your favor of the 2nd ult. was duly received in reference to the termination on November 20th, 1905, of the agreement between your company and the Edison Storage Battery Company, which provided for exclusive handling by you of the Edison batteries for train lighting on steam railroads in the United States. The Edison Storage Battery Company will, of course, [illegible] ready at all times to recognize that part of the agreement [illegible] which you call attention, namely, that it will [illegible] to sell the batteries to the Gold Car [illegible] for a period of five years there- [illegible] 20th, 1910) at a price as low as [illegible] any [illegible] to any one [illegible]

Feby. 14,1906.

The Edison Storage Battery Company agrees to sell the Adams Express Company fifty (50) sets of batteries, size E 18, sixty-two (62) cells each. Price ten ($10) dollars per cell f.o.b. Glen Ridge, N. J. Delivery in seventy-five (75) days from date of order. Batteries to be shipped and paid for as fast as completed

The Edison Storage Battery Company guarantees the mechanical construction of these batteries for one year, and at the end of [illegible] company will replace the positive plates for [illegible] that part of the [illegible] Battery Co. [illegible] sell [illegible] Gold Car [illegible] for a period of five years [illegible]

THOMAS A. EDISON, President
FRANK L. DYER, Vice-President and General Counsel
E. G. DODGE, General Manager
H. F. MILLER, Secretary-Treasurer.

EDISON STORAGE BATTERY Co.

~~362~~ 474

Telephone, 608 Orange

ORANGE, NEW JERSEY September 22, 1910.

H.E. Dick Esq.
#143 West Jackson Boulevard
Chicago Ill.

The Board of Directors of the Edison Storage Battery Company, a corporation of New Jersey, on the 16th day of September, 1910, unanimously resolve and declare that it is advisable that the capital stock of the company be increased from $1,600,000 to $3,200,000, said additional stock to be like in all respects the present stock of said company. And we hereby call a meeting of the stockholders to be held at the company's office, corner of Valley Road and Lakeside Avenue, West Orange, N. J., on Tuesday, the 4th day of October, 1910, at eleven o'clock A. M., to take action upon the above resolution.

Attest H. F. Miller
Secretary.

December 1st 10.

A. I. Clymer, Esq.,

Van Wert, Ohio.

Dear Sir:

Replying to your letter of the 29th ultimo as to the financial condition of the Edison Storage Battery Co. which Mr. Edison requested me to answer, I would say that it was just a year ago last July [illegible] that [illegible] was again placed on the market [illegible] after [illegible] 134, which [illegible] the [illegible]

[illegible]

machinery for the purpose.

We have at the present time between 9,000 and 10,000 cells on order.

The Company was incorporated May 29th 1901. The capital authorized being $1,000,000.00 all of which was issued. $1,000,000.00 was given to Mr. Edison for his patents, those existing and all future patents. $500,000.00 in bonds were issued to provide money and Mr. Edison gave $250,000.00 of his stock to the subscribers of the bonds as an inducement. The capitalization was increased this fall by $2,500,000.00 making a total capitalization of $3,500,000.00. About $2,000,000.00 of the additional $2,500,000.00 was issued to Mr. Edison for money advanced the Company, and he took the stock at par. The remainder, viz.- $500,000.00 remains in the Treasury, subject to the action of the stockholders.

[illegible]

You are undoubtedly aware of the unlimited field for a light reliable storage battery, such as we have and we therefor think you will agree with us that the future looks exceedingly promising.

Yours very truly,

Treasurer.

1200-401-402

December 17th 10.

A. I. Clymer, Esq.,

Van Wert, Ohio.

Dear Sir:

Replying to your letter of the 10th instant would say that when Mr. Edison started his experiments to perfect the battery he borrowed $500,000. and gave a Bond and Mortgage for the money on the Company, which he organized with one million dollars capital. The whole of the million was issued to Mr. Edison for his patents [illegible] the UNITED STATES [illegible] and [illegible] [illegible] presented [illegible] Then he turned over to the subscribers [illegible] [illegible] that [illegible] [illegible] factory [illegible] [illegible]

been in the hands of the public one and one-half years Mr. Edison decided that they were not sufficiently perfect to achieve what he started to achieve, to wit:- production of a perfect storage battery to displace horses in cities.

He then closed his works and started again, and after three years produced the present battery, which he knows will be successful; and also devised and produced a large variety of special machines and processes, every dollar of the cost of which was loaned the Company by Mr. Edison.

After the works had been running one year, a meeting of the Stock-holders was called. The report of the [illegible] accountants, Lybrand, Ross Bros. and [illegible] of New [illegible] presented [illegible]

works will be exceedingly profitable and that in addition to dividends, the experimental account will be wiped out.

The interest on the Bonds is six per-cent and they mature in 1917.

Also all future inventions in storage batteries made by Mr. Edison are the property of the Company.

Yours very truly,

Treasurer.

413
425

April 27th 11.

[illegible] Clymer, Esq.,

Van Wert, Ohio.

Dear Sir:-

Your letter of the 21st instant received. Our capacity has increased from 1600 cells weekly in January to 2200 in April. In three weeks will be 2700. We are still behind our orders. To-day [illegible] about 13,500, and we are sure we are breaking even. [illegible] write [illegible] machinery [illegible] advertising [illegible] [illegible] wall [illegible] [illegible] which refused to sell them batteries and motors [illegible] were bad. They [illegible] lead batteries [illegible] four [illegible] machine [illegible] three cars of [illegible] Washington line, [illegible] been running on a branch of the [illegible] line, [illegible] a locomotive drawn train and he has prospects which are extremely good.

Yours very truly,

[illegible]

424
426

May 1st 1911.

A. I. Clymer, Esq.,
Van Wert, Ohio.

Dear Sir:-

Yours of the 25th ultimo received. You are right about the Exide owning stock in electric vehicle concerns. There are two that I know of, one of which is the Woods Co. [illegible]

[illegible] to stop advertising as we are getting [illegible]

[illegible] sell them [illegible] batteries [illegible] Treasurer. [illegible]

[illegible] running on a branch of [illegible] a locomotive [illegible] are extremely good [illegible]

Yours [illegible]

426/440

June 13th 1911.

A. I. Clymer, Esq.,

Van Wert, Ohio.

Dear Sir:-

Replying to your letter of the 5th instant Mr. Edison directs me to write you that the reporters got things mixed. We are [illegible] complete a [illegible] with smaller tubes for [illegible] which requires [illegible] and can be charged at high [illegible] for delivery of the load.

This type of vehicle for use of butchers, grocers etc., and which can be sold for about $700.00. It will take [illegible] months to get machinery to make this type.

Yours very truly,

Secretary-Treasurer.

560

583

June 3, 1913.

A. E. Clymer, Esq.,
Van Wert, Ohio.

Dear Mr. Clymer:-

Your letter of the 28th ultimo received.

The new buildings are three-quarters finished. We are manufacturing about one thousand cells daily.

We are furnishing some batteries for headlights; the General Electric Company are experim... along this line.

Beach is doing a good business ... steadily increasing.

... making $30,000 to $35

... and Companies ...

First

August 19, 1913

Mr. Paul H. Cromelin,
Thomas A. Edison, Ltd.,
28 Clerkenwell Road,
London, E. C., England.

Dear Mr. Cromelin:-

This is to notify you that I hereby terminate the arrangement heretofore had with you and set forth in a letter dated November 9, 1911 to you and signed by Mr. Dyer, whereby ~~are~~ to receive certain sums on sells of Edison Storage ~~ls~~ by Mr. J. F. Monnot in England ~~and France~~.

Very truly,

Edison

January 28, 1914.

Messrs. J. Stone & Co. Ltd.,
Deptford, England.

Gentlemen:

In my letter of October 9, 1913 to your Mr. W. R. Preston, I submitted a proposition to enter into a contract with you relating to my alkaline storage cells for car lighting on railways, which proposition was to be held open for ninety days from the date of said letter. This proposition has not been accepted by you and the time for such acceptance has expired.

As a result of negotiations with your representative, however, I am submitting to you in duplicate a copy of a proposed [illegible] Edison Storage Battery Company and [illegible]

[illegible]

Thos. A. Edison

June [illegible], 1914

Messrs. J. Stone & Company Limited,
[illegible]pe[illegible], England.

Gentlemen:-

As the result of further negotiations with your representative, Mr. Welker, I submit to you three like copies of a proposed Agreement between you, Edison Storage Battery Company and [illegible], and will hold open for your acceptance the proposition contained herein until July 15, 1914. If this proposed agreement is satisfactory to you and you will deliver to me on or before July 15, [illegible] the [illegible] copies executed in the [illegible] on behalf of [illegible] I will have the same executed on behalf of Edison [illegible] Battery Company, will sign the same myself, and return one [illegible]

[illegible]

October 14. 1914.

A. I. Clymer, Esq.,

Van Wert, Ohio.

My dear Mr. Clymer:-

Replying to your letter of the 9th instant I beg to enclose a copy of our last balance sheet dated June 30th 1914. The deficit shown thereon is accounted for by the fact that we wrote off a large portion of our Patent and Experimental accounts.

As to the use of auto trucks by the foreign nations at war; they consist entirely of gas propelled vehicles.

Answering your inquiry "Is there a considerable demand for the Edison battery for submarines", I would say no: but we have cells on test at the Brooklyn Navy Yard, and hope to get some good orders. Mr. Ford is still experimenting on the low priced electric car.

Electric and other truck business shrunk 50% until last week when many orders for gas trucks were received from abroad. We are running about 50% of capacity.

Yours very truly,

Treasurer.

March 15, 1915

F. J. Lisman & Company,
30 Broad Street,
New York, N. Y.

Gentlemen:-

We are willing to make the following modification of your contract with us dated January 10, 1914:-

(a) The term of the contract shall be considered as [illegible] March 1, 1915 instead of January 1, 1914. The ex[illegible] The initial period of the contract will there[illegible] 1928 instead of the 31 [illegible] December, 1920.

[illegible] minimum purchase of A-10 cells or their [illegible]

(2)

During the six months ending February 28, 1918	8250 A-10 cells
During the six months ending August 31, 1918	13750 A-10 cells
During the six months ending February 28, 1919	13750 A-10 cells
During the six months ending August 31, 1919	19250 A-10 cells
During the six months ending February 29, 1920	19250 A-10 cells
During the six months ending August 31, 1920	27500 A-10 cells
During the six months ending February 28, 1921	27500 A-10 cells
During the six months ending August 31, 1921	33750 A-10 cells
During the six months ending February 29, 1922	33750

(3)

During the six months ending
August 31, 1924 — 35750 A-10 cells

During the six months ending
February 28, 1925 — 35750 A-10 cells

This modification of the contract is by mutual request and agreement, and any and all defaults in the matter of purchases required under the contract prior to February 28th, 1915 and any damages arising therefrom are hereby excused and remitted.

We are sending you this letter in duplicate. Will [illegible] kindly return one copy to us with your acceptance noted [illegible]

[illegible] Very truly yours,

[illegible]LSON STORAGE BATTERY [illegible]

By [signature]
President

December 7, 1915.

A. I. Clymer, Esq.,
Van Wert, Ohio.

My dear Mr. Clymer:

Yours of the 4th instant received.

Enclosed find copy of Annual balance sheet as requested. As to the reason the battery is not used in pleasure vehicles, we have found it is due to the manufacturers putting in the cheapest lead battery that they can get; thus reducing the gross price of their vehicle and obtaining the most profit out of their product.

They care nothing about the merits of a battery, neither do they care about the trouble the public will have. All they seem to want is the money.

The same reason applies to ignition and starting batteries. Garages will not sell our battery because they lose renewal sales at a high profit if they do. In this case, the public is outrageously swindled.

However, we are now increasing our sales in every direction where merit counts, such as dock and industrial trucks, in which everything is Edison; regular trucks, mine locomotives, mining lamps, wireless plants on steamers, railroad car lighting etc. etc.

Yours very truly.

Treasurer.

A Note on the Sources

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END

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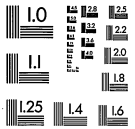

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